

7 DAY BOOK

SCIENCE AND INDUSTRY

# DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

Vol. 25, No. 8

243-249 West 39th St., New York, N. Y.

August, 1926

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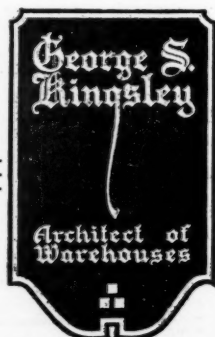
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New York City



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



# DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

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Vol. 25      CONTENTS—AUGUST, 1926      No. 8

## ARTICLES

N. F. W. A. Plans Representation at Truck Hearings. Story of the Mackinac Convention. By Kent B. Stiles .....	7
Public Warehousing and Economic Distribution. No. 17. How Branch Agencies Can Use Warehouses as Operating Bases. By H. A. Haring.....	22
"Safety Van" on Bus Chassis Used on Long Distance Jobs. By James V. Murray.....	25
A. W. A. Protests Against Broadening of U. S. Warehouse Act to Include Canned Goods. Story of the Chicago Convention. By Kent B. Stiles...	26
New Business for Warehouses. IX. Radio Equipment and Accessories Are Now a Potential Field. 30	
Household Goods Warehousing in the United States. Chapter IX. Taking Orders. By Clarence A. Aspinwall .....	32

## DEPARTMENTS

The Old Family Album. No. 5. Charles C. Daniel..	38
"Two Bits" (Vol. VII; No. 2).....	39
From the Legal Viewpoint. By George F. Kaiser..	40
Pictorial—Some Modern Equipment in the Industry	43
What's What in New Buildings (100 and 101)....	44-45
With the Associations .....	46
Construction, Purchases, Incorporations, Etc.....	56-58
"Andy Says" and Convention Calendar.....	61

## NEWS

N.F.W.A. Presentation at I.C.C. Hearing in Chicago.....	49
Jackson and Lovejoy's Impressions of Conditions Abroad..	50
Cotter Sells Plants in Toledo and Mansfield.....	51
"Pirate" Dray Competition Hurts Industry, Turner Says..	52
Minnesota Moving Firms Do Not Require State Permits..	54

Buyers' Guide .....	123
Index to General Advertisers.....	132
Index to Shippers Index Advertisers.....	133-134-135

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None of these Kelly Tires have ever been off the rim for any reason, and to date, they have run approximately sixteen thousand miles. We are pleased to take this occasion to call what we consider excellent service to your attention.

Yours truly,

PORTLAND-SEATTLE AUTO FREIGHT CO

 By M. F. McCowen  
M. F. McCowen


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**I**F you're getting trouble from cargo breakage, put a cushion of air between your trucks and the jolts of the road.

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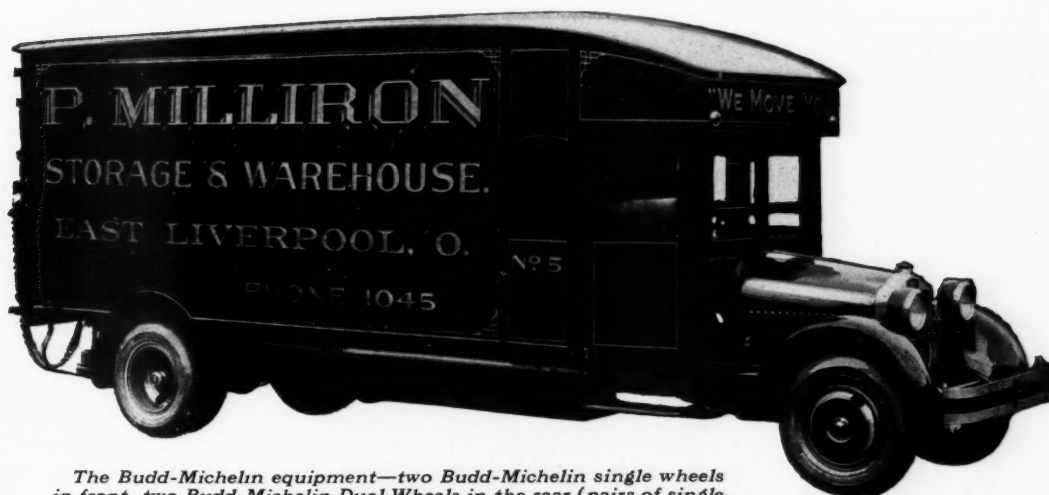
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**McCormick-Deering Industrial Tractors:** The illustration below shows one of these tractors in the service of Starkey's, warehousemen of Sacramento, Cal. These compact, full-powered units are available with wheel and tire equipment for all classes of industrial and municipal work. Ideal for use with trailers and semi-trailers.

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# **DISTRIBUTION AND WAREHOUSING**



**The Business Paper of the Warehouse Industry**

Volume 25

NEW YORK, AUGUST, 1926

No. 8

## **N. F. W. A. Plans Representation at I. C. C. Truck Hearings**

*Association at Mackinac Meeting Authorizes Special Committee to Present Industry's Position in Motor Vehicle Inquiry—Two New Forms Are Made Standard—Instalment Selling of Trucks to Irresponsible Movers Is Condemned in Resolution Addressed to Manufacturers*

**Story of the Seventh Annual Convention Is Here Told**

*By* KENT B. STILES

**A**NOTHER annual meeting and summer outing—the seventh—of the National Furniture Warehousemen's Association was held at Mackinac Island, Mich., on July 9-14, and, with the election of sixteen more companies by the directors, this largest of the industry's trade associations now has a membership of 833.

The National placed at its helm Schuyler C. Blackburn, who was its first vice-president and central regional director. Mr. Blackburn, who is president of the A-B-C Fireproof Warehouse Co., Kansas City, Mo., is convalescing from a serious illness following an operation, and was unable to attend the convention. He succeeds E. B. Gould, San Diego, who was elected a director.

Mr. Blackburn will steer the National during the coming eighteen months, as the association voted to hold its annual meetings hereafter in the winter time. Thus no election of officers will take place again until January of 1928.

An outstanding feature of the Mackinac meeting was a decision to have the National strongly represented at the Interstate Commerce Commission hearings on inter-

state commerce regulation of motor vehicles. The association went on record as favoring constructive interstate regulation. The present special committee on national legislation, headed by A. A. Leonard of Detroit—the committee which placed household goods warehousing's position before the Senate committee in Washington several months ago—was continued in office by the directors in order that it might represent the association during the I. C. C. inquiry in various cities. (See page 49.) State and local associations are to be called on to assist in presenting the industry's case at the hearings.

Opinions as expressed in reports and from the floor of the convention were that conditions within the industry generally have been good, with prospects bright. Certain unethical practices, known to exist here and there, were condemned—such as free storage, rate cutting, free insurance and acceptance of commissions.

Two new forms were adopted as standard—a "notice to consignee" document and an "access record."

It was voted to have the association's code of ethics printed on the reverse side of the application blank, and

prospective members must hereafter subscribe to the code when submitting their bids for admittance.

The practice, on the part of some motor truck manufacturers, of selling vehicles on the installment plan to irresponsible movers was frowned on in a resolution which was adopted, and which will be sent to the National Automobile Chamber of Commerce and to truck manufacturers.

The directors are in search of an appropriate slogan designed to make the association better known to the

public, and to that end they voted to offer a prize of \$50 for an acceptable wording.

From the American Railway Association came figures showing that the industry is improving in packing and shipping household goods. Claims paid by the carriers in 1925 totalled only \$511,000, as compared with \$673,000 during the preceding year—a reduction of 24 per cent.

Many other subjects were discussed, and an experiment which proved popular was the holding of evening sessions.

#### Officers' Reports

AS an innovation at the National's conventions the first Mackinac session was opened with the singing of "America" led by Henry Burgeson, Los Angeles. Mr. Gould called on Joseph W. Glenn, Buffalo, vice-president of the American Warehousemen's Association; J. H. Warren, Toronto, representing the Canadian Storage & Transfermen's Association, and Charles S. Morris, New York, and Floyd L. Bateman, Chicago, past presidents of the National, to sit up front. A suggestion was read, received from J. B. Baillargeon, Montreal, that the National hold a convention in Montreal soon.

In his report as retiring president Mr. Gould, commenting that furniture warehousemen were spending \$75,000 for the promotion of their craft, said an executive might on some "blue Monday" wonder whether it was all worth while but that he believed that association activity, educating executives and building friendships, was well worth while. He outlined the National's progress and compared today's conditions in the industry with those prevailing ten or fifteen years ago. He urged the members not to injure the association and destroy standards by giving free storage, by cutting rates, by offering free insurance and by giving commissions, which he characterized as unfair schemes to get business in volume.

When a warehouseman had a new plan, Mr. Gould said, he should call in "a jury of your competitors." "If at the end of the meeting the majority is against you," he declared, "ninety-nine times out of a hundred you are wrong. If it is a good scheme, your competitors will help you build volume."

Taken all in all, the industry during the past ten years had improved, Mr. Gould held, and without organization the service, rates and building types would be much poorer than they are today.

As for the future, Mr. Gould said that the volume of business in manufacturing and building was larger, there was more money in the banks, agriculture had increased, the population was growing, and he believed that household goods warehousing was going to be better, in spite of predictions as to falling off in other lines of business. He declared he could not agree with the theory that poor business helped warehousing. With prosperity, he said, people built homes and went on journeys, thus creating business for the industry.

The National's standard forms and rate guides were not being generally used by the members, Mr. Gould said, and

he urged a reform in this connection, emphasizing the necessity of State and local associations cooperating. And something must be done, he concluded, to put what the National stands for before the country.

Ralph J. Wood, Chicago, in his report as secretary said the association had completed a profitable year of activity. There were a quickening of interest among the membership and a realization of the value of uniform forms as evolved by the various committees. The year's outstanding feature, he pointed out, was the merger of the household goods di-

Southwestern Transfer & Storage Co., Wichita, Kansas; Durkin Warehouse Co., Waukegan, Ill.; Wilson's Transfer & Storage Co., Boone, Iowa; Helmus Bros., Inc., Grand Rapids, Mich.

Southern division, Twin Trucking Co., Lake Worth, Tex.; Rucker Bonded Warehouse Corp., Greensboro, N. C.; Laney & Delcher Storage Co., Jacksonville, Fla.

Eastern division, Atlantic States Warehouse & Cold Storage Corp., Springfield, Mass.

Western division, King & Co., San Francisco; Capital City Transfer Co., Salem, Ore.; Nevada Transfer & Warehouse Co., Nevada.

The report of James F. Keenan, Pittsburgh, as treasurer showed a balance of \$3,519.50 on hand as of date of June 30.

A review of his work as executive secretary was presented by Henry Reimers, Chicago, who touched on standard forms and booklets, meetings of packers, *The Furniture Warehouseman*, cooperative buying, the inter-city removals bureau, the need of statistical information, cooperation between members, regulation, etc.

Mr. Reimers urged the members to keep careful record of truck operations, particularly on long distance work "in view of irregular competitive conditions and pending legislation." Alluding to "doubtful practices which, though not illegal, are nevertheless unethical," he said:

"These practices are often the result of trade customs handed down for generations and are regarded by some as shrewdness. Anyone with business judgment will not deny that, were every competitor to indulge in unethical practices for a period of time, it would not be long before an industry would be completely demoralized. Even those who slyly and occasionally indulge in such practices will admit that they themselves could not indefinitely continue to do so without ruin to their business. It is the duty of trade associations to correct such conditions."

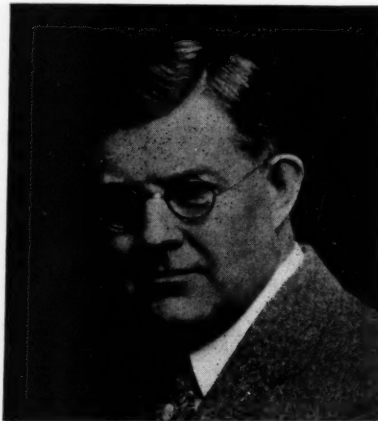
Discussing desired cooperation between the National and State and local associations, Mr. Reimers made these proposals:

"1. Appointment of a special National committee to make a thorough review of standing committee organizations necessary best to carry on work in both local associations and the National.

"2. Name the standing committees and outline in general their field of activities.

"3. Outline rules that should guide

#### Schuyler C. Blackburn



*Elected as the National Furniture Warehousemen's Association's fourth president*

vision of the A. W. A. with the National. The inter-city removals bureau probably would be extended to eastern States in the near future, he said. Complaints between members ran about the same as in the previous year, he said, with the members involved unquestioningly abiding by the decisions of the arbitration committee in virtually all cases.

During the year 94 companies had been enrolled, Mr. Wood concluded, and the membership was now 833. He announced that the following companies had been elected at the directors' meeting preceding the convention:

Central division, Rock Island Transfer & Storage Co., Chickasha, Okla.; Beebe Storage & Moving Co., Kansas City, Mo.; L. R. Bailey Transfer & Storage Co., Emporia, Kansas; Jake Hahn Storage Co., Wheaton, Ill.; Glen Ellyn Storage & Transfer Co., Glen Ellyn, Ill.;



both local and National committees in their contact."

Alluding to regulation, Mr. Reimers said:

"Instead of seeking laws to regulate our business, we should endeavor to inject a little more real religion into our affairs. It is not a hopeless task. I honestly believe there is an increasing appreciation of the value of application of the Golden Rule by business men in general.

"We, however, can and should devote still more effort toward the further practice of high business principles, which, after all, will result in greater profits. It should be the duty of every executive to see that these principles are carried down to the employees and adhered to. The establishment of sound ethical principles in the conduct of business are money makers."

#### Regional Conditions

AS vice-president and regional director in the central division S. C. Blackburn submitted no report because of his recent serious illness. Mr. Wood read a letter from Mr. Blackburn expressing the latter's regret because of not being able to attend the convention, the first annual one he has missed. Mr. Gould appointed Harvey Lyon, Oakland, Cal., T. A. Jackson, Chicago, and Mr. Bateman as a committee to prepare a telegram to be sent to Mr. Blackburn. The message read:

"N.F.W.A. received your letter and by unanimous vote sent you good cheer and best wishes. Your fidelity to high principles and your years of effort on behalf of the association have developed in all of us a deep and lasting affection for you. You have suffered more than your share and we are happy to know that you are now on the road to complete recovery. May the future be full of health and prosperity for you is the wish of your friends in the association."

No report was submitted by Frank R. Palmateer, Los Angeles, as vice-president and Western regional director.

Opinion that storage and removal of household goods had kept pace with general business conditions in the South was expressed by William I. Ford, Dallas, in his report as vice-president and southern regional director. General business was satisfactory and crops were in the best condition in years, he said. Alluding to inter-city hauling Mr. Ford said that at the recent convention of the Texas Warehouse & Transfermen's Association a committee had been appointed to study the situation with a view to organizing a Southwest division of the National's inter-city removals bureau. Continuing, he said:

"Recently the Texas Railroad Commission has taken jurisdiction of inter-city freight hauling under statutes that have existed for a number of years. At an open hearing in Austin a committee was appointed from the operators, on which I had the pleasure of serving, to recommend classification, rate scale, rules and regulations for inter-city freight haulers. Our report has been submitted to the Railroad Commission. The Commission

will issue its order placing in effect classification, rate scale, rules and regulations. It will in no wise affect our members engaged periodically in hauling household goods from city to city. They have taken jurisdiction only of such com-

#### The Elections:

OFFICERS and directors were elected at the seventh annual convention of the National Furniture Warehousemen's Association at Mackinac Island as follows:

President, S. C. Blackburn, president A-B-C Fireproof Warehouse Co., Kansas City, Mo.

Vice-president and southern regional director, William I. Ford, president Inter-State Forwarding Co., Dallas, Tex.

Vice-president and eastern regional director, Walter E. Sweeting, president Atlas Storage Warehouse Co., Philadelphia.

Vice-president and western regional director, Milo W. Bekins, Los Angeles, president Bekins Van & Storage Co.

Vice-president and central regional director, Julian M. Gibson, vice-president General Warehousing Co., St. Louis.

Secretary, Ralph J. Wood, president Lincoln Warehouse & Van Co., Chicago.

Treasurer, James F. Keenan, president Haugh & Keenan Storage & Transfer Co., Pittsburgh.

Directors, E. B. Gould, secretary Pioneer Warehouse Co., San Diego, Cal.; Willard Eldredge, president Eldredge Express & Storage Warehouse Co., Atlantic City, N. J.; Fred L. Harner, president Fidelity Storage & Warehouse Co., Philadelphia; James D. Dunn, president Riverside Storage & Cartage Co., Inc., Detroit; Oliver Skellet, Ballard Storage & Transfer Co., St. Paul.

The foregoing officers and directors at a meeting on July 13 elected as directors, to fill vacancies, J. P. Ricks, owner Ricks Storage & Distributing Co., Jackson, Miss., and E. A. H. Baker, president Kennicott-Paterson Warehouse Corp., Denver.

panies as hold themselves out to the public as regular haulers."

As vice-president and Eastern regional director Walter E. Sweeting, Philadelphia, said that while he had received many reports of dull business, there were rays of sunshine in reports of exceedingly good business—the latter by firm which had been "more active in their sales and advertising departments than the others." He continued:

"One firm which hitherto has done considerable moving, both local and long distance, has sold all its equipment ex-

cept one Ford truck and has retired from the moving business. The president finds, in the long run, that his firm makes more money by taking a commission of 10 per cent on all cartage than was made when the firm operated its own equipment and that there has been no deterioration in the services rendered.

"While warehouses throughout the Eastern region have not been overcrowded, business has shown a healthy growth and several new warehouses are now under construction or are planned to be started in the near future.

"There have been no serious labor troubles and generally speaking relations between warehousemen in their respective communities have been satisfactory and harmonious.

"All told, we in the Eastern region find business in a reasonably healthy condition, with every indication pointing to the continuance of the same conditions during the next six months."

Mr. Sweeting supplemented his prepared report by announcing that a "satisfactory conclusion" had been reached in the free storage controversy in one of the Eastern cities. (He alluded to the practice of a New York City warehouse company in giving customers free storage during the summer months, of household goods on which charges were to begin on Oct. 1—as reported in the July issue of *Distribution and Warehousing*.)

Mr. Sweeting urged the members to attend the sesqui-centennial exposition in Philadelphia, declaring that by early September it would be 100 per cent ready.

A proposed supplement to the correspondent shipping rules was referred to the traffic committee after lengthy discussion. This supplement, suggested by the Pacific Coast Furniture Warehousemen's Association, covers loss and damage claims, shortages and damage and sets for "Some Don'ts."

During the discussion the majority opinion on the floor of the convention was that the receiving warehouseman should not be compelled to remit charges within five days if the customer is not located. A small minority preferred that the receiving warehouseman so remit.

#### Traffic

THE report of David Bowes, Chicago, as chairman of the traffic committee considered such subjects as notices to consignees, publicity, limit for inspection of concealed damages, illustrated lectures and demonstrations for better packing methods, employees' educational meetings, and cooperation with the carriers.

The committee presented a "Notice to Consignee" form (illustrated on page 16) and this was adopted as standard.

"In preparing this form," Mr. Bowes said, "the committee have had in mind the belief that it is desirable to show that the interests of the consignees are not being overlooked, without implicating the warehouseman in any responsibility that is not his in any event. The present individual forms stressing the 'expert

packing' of the goods and the rather brusque declaration that goods are shipped at 'owner's risk', etc., without volunteering any helpful information, are hardly calculated to commend the services of the individual shipping warehouseman, or to enhance the prestige of the National association.

"A part of the form which can be readily detached and handed to the railroad agent at destination will, we believe, be appreciated by the consignee and in many cases will doubtless be of real service.

"Some of our members have indicated that they would use the notices only in making shipments direct to consignees and not in connection with shipments consigned to or in care of destination warehousemen. That would be a great help, but we ask if the receiving warehouseman might not be able to make good use of these notices in a great many instances.

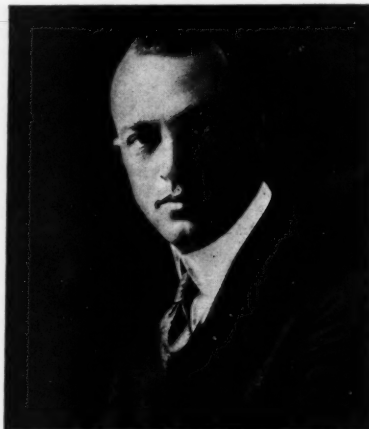
"Last, but not least by any means, is the advertising feature in the wide use of a form bearing the trade mark of our splendid organization. This advantage alone is so obvious as to require no argument."

Under "publicity" Mr. Bowes urged that the National's emblem be placed on the new supplies of the standard bill of lading—as a "simple, legitimate, inex-

with the agents of the carriers fairly and squarely at all times will find exceptions of the rule not impossible under extenuating circumstances."

Mr. Bowes said it was hoped to re-

### E. B. Gould



*Elected a director of the N. F. W. A. after having served two years as president*

sume, in cooperation with the American Railway association, the series of meetings, in various warehouses, of owners, executives, packers and other employees, for the demonstration and exchange of ideas regarding improvements in the making of crates, boxes and other containers. He concluded by paying a tribute to the cooperation extended to the National by A. L. Green, Chicago, special representative of the A. R. A.

Mr. Green of the freight claim prevention committee of the A. R. A.'s freight claim division, presented a paper covering loss and damage claims paid by the railroads of the United States and Canada in 1925 on household goods and second hand furniture. These claims amounted, he said, to approximately \$511,500 as compared with \$673,500 in 1924—a reduction of \$162,000, or 24 per cent. He continued:

"Claims on all commodities were reduced by \$9,490,000 or 19.7 per cent in the same period, indicating slightly greater progress in improving the packing and hauling of household goods. But considering the fact that the number of carload shipments decreased \$9,177, or 15 per cent, the improvement really was not great.

"There was, however, a fair reduction in claims paid per carload, this figure having dropped from \$5.21 for 1924 to \$4.52 per carload originated in 1925. The following table shows the amount of claims paid on carload shipments, the total number of cars originated by Class 1 railways in the United States, and the amount paid per car:

Year	No. Cars Originated	Claims paid, Carloads	Claims paid per carload
1925.....	52,079	\$235,287	\$4.52
1924.....	61,256	319,248	5.21
1923.....	69,778	270,025	3.87
1922.....	68,783	309,458	4.50
1921.....	90,749	565,172	6.23

"While the claim figures include payments by some Canadian railroads, and the number of cars originated is for the United States only, the amount involved is not sufficient to materially affect the result.

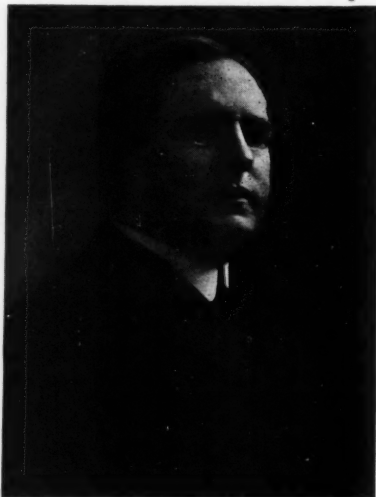
"A further analysis shows that between January 1, 1921 and January 1, 1926, the number of cars originated fell off 43 per cent whereas the total of claims paid was reduced by 65 per cent. Total claim payments for the last five years were as follows:

Year	TOTAL CLAIMS Paid	PERCENT Change
1921.....	\$1,471,702	
1922.....	709,265	51.8
1923.....	636,227	10.3
1924.....	673,520	5.9
1925.....	511,522	24.1

"In 1925 loss and damage on less-than-carload shipments amounted to \$276,235, which was 54 per cent of the total; and on carloads \$235,287, or 46 per cent of the total.

"Speaking generally, our information is that the relations existing between the railroad claim departments and the members of this association are harmonious and mutually satisfactory. Where damage happens in transit and the evidence reasonably indicates carrier's responsibility, it is the policy and purpose of every carrier to promptly reimburse the injured party to the full extent of

### James F. Keenan

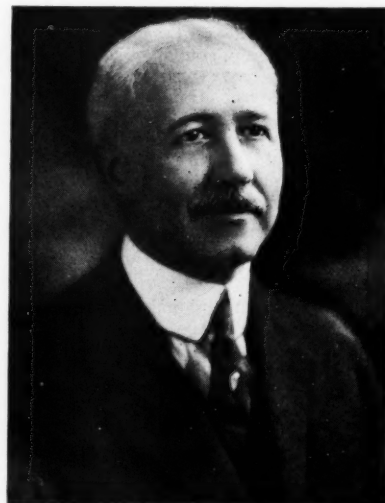


*Reelected treasurer of the N. F. W. A.*

pensive and effective method of bringing the name of our organization to the attention of the carriers."

Alluding to the fifteen-day limit allowed by railroads for inspection of goods to determine responsibility for concealed damages, Mr. Bowes said that while it was "manifestly impossible to secure any open change" in this rule, "we have reason to believe that, as some discretion is permissible on the part of the carrier, those of our members who cultivate a proper friendship with and demonstrate a desire to cooperate

### Ralph J. Wood

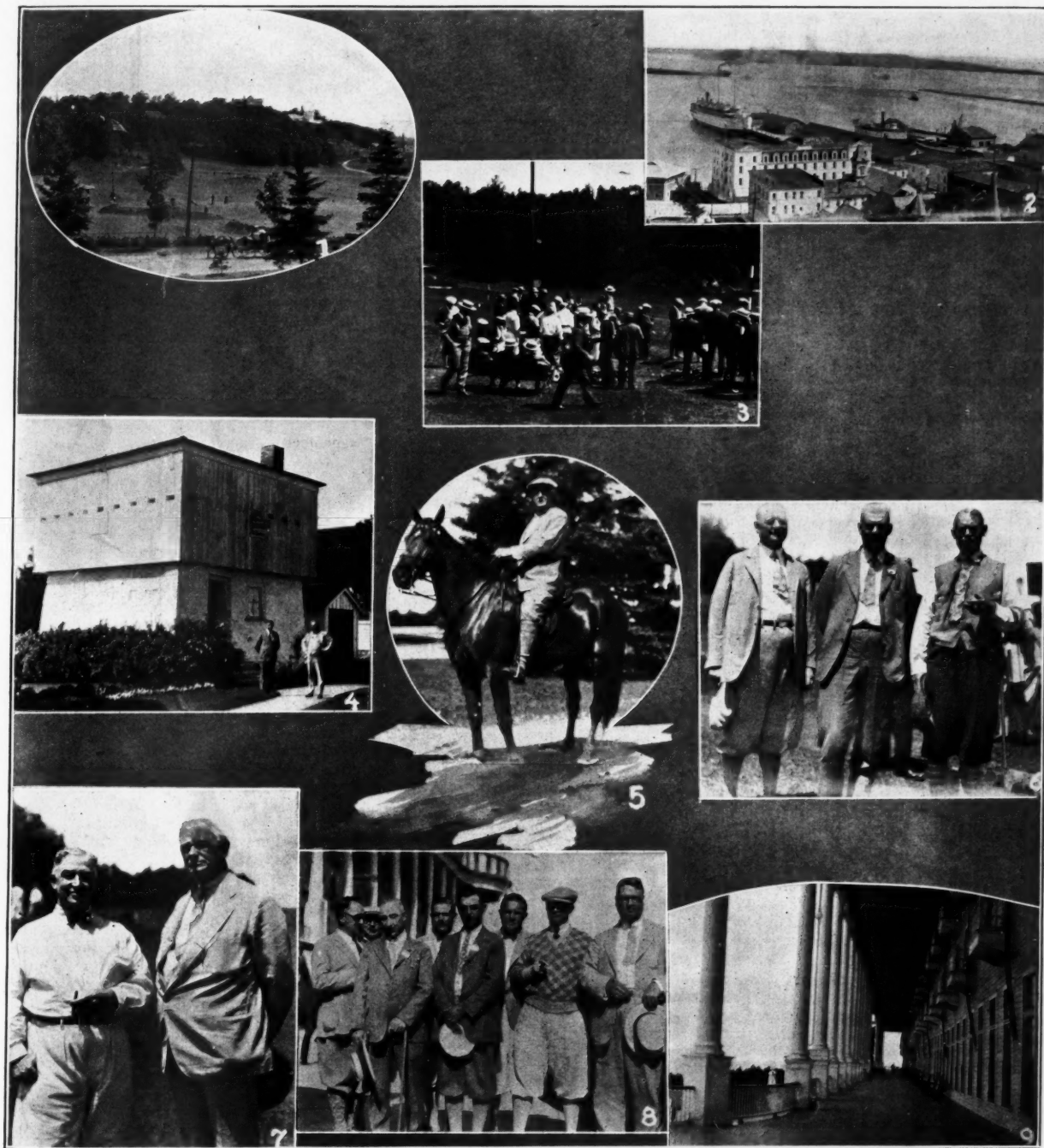


*Reelected secretary of the N. F. W. A.*

the carrier's liability. The policy of fair-dealing with household goods claims will not be altered in the effort to reduce the waste involved in freight claims. This effort is directed wholly along lines of removing the causes of loss and damage and unsatisfactory service.

"There is one class of claim which is a potential trouble-maker for both warehousemen and carrier, to wit: concealed damage. These claims, which cover damage discovered after a shipment has been delivered to consignee in outward good order, amounted to \$142,000 last

(Continued on page 12)



1—Where the boys teed off when the tournament started. For golfers and dubs both. 2—The big boat is one on which some of the crowd is purported to have got some sleep en route to Mackinac. 3—Not infrequently the critics and advisers outnumbered the players. In the background is a caddies' Mecca of lost balls. 4—One block-house and two sticks of ivory—John F. Ivory, Detroit, and "Pat" O'Connor, *Distribution and Warehousing's* eastern business representative. 5—Equine and warehousing intelligence blend—Tom Jackson, Chicago, aboard a native horse. 6—These three look like Jack Weicker of Denver, Oliver Wogstad of Chicago and "Pleazy" Mills of Des Moines—but if we are wrong, correct us. 7—Here are Floyd Bateman, Chicago, one of the National's past presidents, and William R. Palmer, New Haven, Conn., who was attending his first N. F. W. A. convention. 8—Eight beauties—you know them all. 9—The Grand Hotel's front stoop—a view obviously taken during the dining hour!



year, or one-fourth of all the claims paid on this traffic. They are not always easy to adjust with entire fairness to the claimant and with due regard to the legal limitations imposed upon the carrier. In cases of this kind the carrier may not follow the dictum, 'the customer is always right,' but its investigation of the claim under rulings of the Interstate Commerce Commission, must 'disclose a lawful basis for payment.'

"It is therefore important that the carrier be *immediately* notified of the finding of damage after delivery in order that it may send its agent to inspect the damage, the method of packing and all evidence bearing upon the cause and responsibility for the damage. If, without notice to the carrier, repairs are made or damaged articles destroyed, the carrier is placed at an unfair disadvantage in determining what action should be taken upon the claim.

"It has been reported that in some localities railroad inspectors sent to consignees' houses to inspect damage have explained to the consignee that the damage was due to defective packing by the forwarding warehouseman and that the railroad was not responsible. It is said that this has been done where the cause of the damage was in doubt. Where the receiving warehouseman is interested in a case of this kind it would seem desirable that he send a representative so a joint inspection can be made with the railroad.

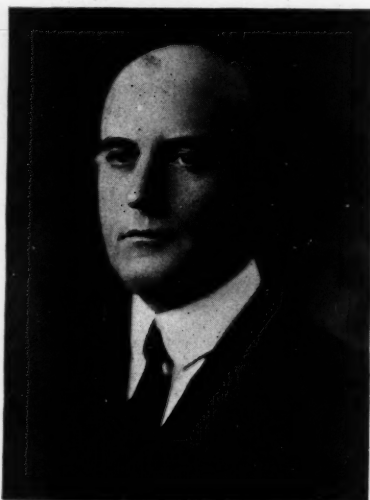
"If any general practice of the carriers, in connection with the inspection of damaged shipments, is objectionable to the members of this association, such question may be taken up with the freight claim departments of the railroads locally or, if the matter be broad enough to be considered territorially, it can be presented to any of the nine district claim conferences. Addresses of the officers of these conferences will be furnished if desired.

"This leads me to suggest that greater progress can be made through local co-operative efforts than in any other way. It has been demonstrated time and again, not only with your State associations, but with many of the trade associations of the country.

"If you know of shipments which have been improperly accepted, for freight transportation, without packing, the local freight agent should be personally notified and if this does not cure the trouble the freight claim agent or claim prevention office of the railroad concerned would be glad to hear about it. A large percentage of carload shipments are loaded on team tracks or at warehouses located some distance from the freight station which makes it difficult for the freight agent to inspect the condition of the packing and loading. While I cannot handle many individual reports, you may feel free to report to me, through Mr. Bowes, any flagrant cases. Several such reports have been treated as object lessons and made the basis of general circulars of instruction to all agents on the railroads involved regarding compliance with the packing regulations in the freight classification.

"With a damage rate of \$4.52 per car it is felt that the average packing of household goods must be well done. It seems unfortunate that an analysis cannot be made to prove that when shipments are packed according to your best

### William I. Ford



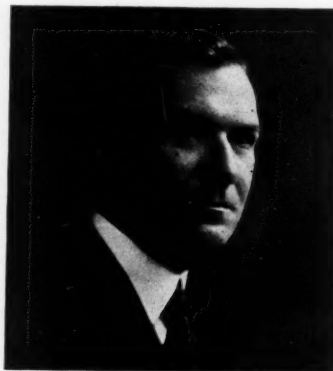
*Reelected a vice-president of the N. F. W. A.*

standards the risk of damage in transit is so exceedingly small as to be scarcely worth considering."

### Uniform Methods

**N**O report was forthcoming from S. C. Blackburn as chairman of the uniform methods committee, owing to his illness. The various division vice-chairmen presented reports and a number of papers were read.

### Walter E. Sweeting



*Reelected a vice-president of the N. F. W. A.*

On behalf of Rodney Sprigg, Los Angeles, a paper on "Methods of Loading and Handling Household Goods in Removals" was read by J. R. Zimmerman, Long Beach, Cal. Alluding to the saying by Benjamin Franklin that three moves were as bad as a fire, Mr. Sprigg

pointed out some of the dislikes of homeowners when moving, and urged warehousemen so to conduct themselves, in the handling of household goods, "that the next generation will read of three moves being as bad as a fire as being a condition that might have prevailed one hundred and fifty years ago, but today is simply a humorous saying of a wise and philosophical gentleman."

Oliver Skellet, St. Paul, Minn., read a paper on "Contract Prices" as part of the report of the division of packing and estimating, of which Henry Burgeson, Los Angeles, is vice-chairman. Mr. Skellet held that the association's specifications for the packing of household articles would be wasted unless used to defeat "the estimating evil." Estimating, he declared, was "the most malicious and malignant form of competition that exists in our business today," adding that "if we can't estimate any better than it appears to the customer we can, why should the customer be the goat and have to pay the difference?" He continued:

"The average man or woman in need of services such as ours is interested in only two things, cost and quality of work. The honest and capable estimator . . . Since we have most of the data necessary, a tariff would not be nearly as difficult a task as was the merchandise storage tariff. At least if it is not yet practical to make a complete tariff, it would be advisable to determine minimums for the various household articles. This would be a step in the right direction."

Mr. Skellet urged that hereafter the estimator be given a new title—"salesman" or "packing engineer" or "packing specialist." Mr. Gould commented that some such title should be employed.

"The Difference Between an Estimate and a Contract" was discussed in papers read by E. A. Murdock, Pittsburgh, and on behalf of J. L. McAuliff, Chicago, by Harvey Lyon, Oakland, Cal.

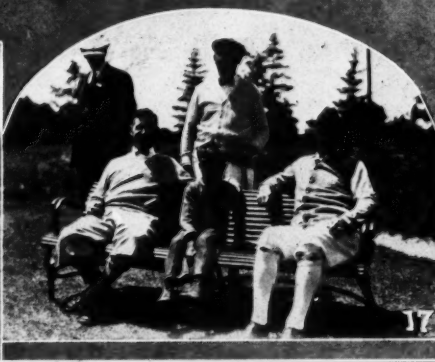
Both these methods of getting business have been talked about for years with no positive result arrived at, Mr. Murdock said, and he believed it was "about time for some real action," with the "final analysis" to come "from the boiled-down opinions of the warehousemen gathered here now, with adoption at this meeting of a policy elastic enough to fit local conditions in all parts of the country." After pointing out the differences, Mr. Murdock concluded:

"It is hoped the difference between approximating and contracting is shown clearly in this brief description of the two methods of securing business. It is also hoped that the warehouseman will soon realize that he is his own worst enemy."

In favor of the estimating method, Mr. McAuliff said there could be no fair price in any community "when that price varies in each business house in that community, nor can any price be fair that is not based upon cost plus a reasonable profit." He added:

"The system of giving a contract price invariably results in price cutting, which in turn results in work being done for

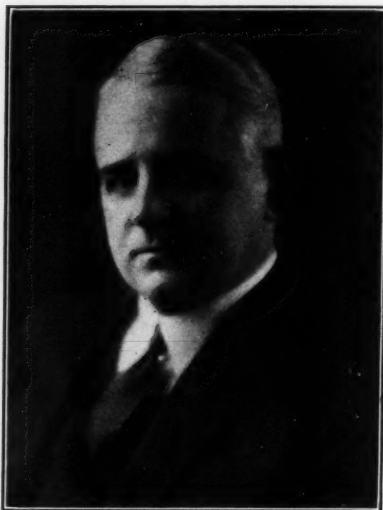
(Continued on page 14)



10—Just one of those foursomes—the senior Louie Schramm of New York, Jack Weicker of Denver, George N. Winkler of Far Rockaway, N. Y., and Bill Meinke of La Porte, Ind. 11—The West's baseball team, which was trailing, with 1 run to the East's 2, when rain ended the game after two innings of play. Because of that same shower the eastern squad did not wait to line up to be photographed. 12—"Andy" Murray—who took all these snapshots on pages 11, 13 and 18—forgot to let Ye Ed. know who this snappy golfer is. 13—Here's a democratic-looking bunch of golfers and mere citizens. 14—Standing, Tom Morton, Newark, and Walter C. Reid, Tom Murray and Louie Schramm, Sr., all of New York. Seated, Ralph Wood, Chicago, the National's imperishable secretary, and Herb Bragg and George Kindermann of New York. Ralph had his nerve with him—posing among all these metropolitans. 15—Bill Bostwick and Bob Ferguson, both of New York, and Merle Turner, Los Angeles. Bill suffered a lot with lumbago at Mackinac and introduced a new game—"lumbagolf." 16—A mighty foursome—standing, Ed Mooney, Hartford, Conn.; Kent B. Stiles, *Distribution and Warehousing's* editor, who won the tournament booby prize with the splendid score of 166 for 18 holes; Lou David, Chicago, and George A. Wright, Marion, Ohio. Seated, a couple of unidentified storagers who volunteered as caddies. 17—Three-fourths of a foursome whose names "Andy" Murray neglected to give to Ye Ed. The caddie in the center is Graechhus Kolokwoopolos. 18—This is not Annette Kellerman in the air

the public on a less than cost basis, at least in many instances. . . . We may be prejudiced in favor of the approximate estimating system, but it has always seemed to us that the system of quoting contract prices throws the industry into disrepute. It causes haggling and it causes the pernicious habit of quoting more than one price. . . . Our entire struggle in Chicago has been to standardize rates. Nothing has contributed to the stabilization of rates in Chicago so much as the system of approximate estimating. Nothing would tear down that stabilization, so labori-

### Fred L. Harner



*Elected as a new director of the N. F. W. A.*

ously built up, so quickly as would the establishment of the system of contract price quotations."

The reading of a paper, by George Leinweber, Kansas City, on the "Kansas City Plan of Submitting Propositions" was deferred until the winter convention, pending a more thorough trial of this system by the Kansas City warehousemen. O. W. Thomas, Kansas City, told the convention that the system was the best yet put into operation there. It was neither an estimating nor a contract plan, he said, but a sort of straddle between the two, and he believed it would lead to a solution of the problem. The plan was originated by D. J. Perky, Kansas City, and it enables the customer to refer to a booklet of instructions and schedules, with prices quoted on a time and material basis, etc., and work out for himself the approximate cost of the job.

As chairman of the standard packing and estimating division of the uniform methods committee, Mr. Burgeson read a paper in which he said his committee had been trying "to preach the gospel of a fair deal in estimating as it relates to customer, employee and employer"—in other words, "to build men who will play the game square," on the theory

that "the dishonest estimator or salesman is the biggest liability that this association has or ever will have." Taking up "The Next Step," Mr. Burgeson urged that the members get together on some uniform plan that would be beneficial to the industry. He outlined the duties and responsibilities of the salesman. He declared that the number of men who are estimating and selling today who are not thoroughly qualified and cannot be removed, "are comparatively few," and he counseled the delegates to go back to their warehouses and weed out all outside men not measuring up to standard—"do everything in your power to make your present men better salesmen, and consequently more productive." He added:

"I cannot imagine a better activity for the local associations to engage in than to conduct classes in selling. There is nothing unique about this, for all over the country competitors are joining forces to have instruction in selling given to their outside men. . . .

"I urge you gentlemen to give the matter of selling your serious consideration. It is your biggest chance for profit. There is very little we can do to stimulate people to move and thereby give us a job. But a fair price can be sold when adequately presented to a customer by a man who wins confidence and looks businesslike and cannot be bluffed into lowering his price."

There was a brief discussion of "Would there be educational value in outlining and illustrating packing instructions?" and Mr. Burgeson announced his committee was preparing for presentation at the next convention, lists of goods, with specifications attached, together with sketches, for bulletining in warehouse packing rooms.

Referring back to the Kansas City system Daniel Bekins, Portland, Ore., declared he believed it offered a solution.

As vice-chairman of the standard forms division of the uniform methods

committee, Buell G. Miller, Philadelphia, presented one form which was adopted as standard and one form which was referred back to the committee for consideration.

The form adopted is an "access record" (illustrated on page 19), which Mr. Miller explained in detail.

The one referred back to the committee is a suggested text for rubber stamping, for use on warehouse receipts for automobiles. It reads:

"In consideration of the reduced rate at which this risk is assumed, value of above automobile and contents declared

### Milo W. Bekins



*Elected as a new director of the N. F. W. A.*

by the Bailor to be \$ . . . . ., which the Bailee agrees to carry upon the terms and conditions printed on this receipt to which the Bailor agrees and as evidence thereof accepts and signs this receipt. Any other portions of this agreement not consistent herewith, are hereby revoked."

The convention disapproved a suggestion from the committee that the following clauses be added to the association's standard contract:

"The Company assumes total responsibility for the safe delivery of all furniture.

"This contract includes the assembling and placing of all furniture in the new house as directed by the customer.

"Floors and stairs will be protected while loading and unloading.

"Suitable protection will be provided in bad weather."

In answer to a program question, "What additional forms, if any, should be standardized by the Association?" the following suggestions came from the floor:

1. "Form for returned packing material."—T. A. Jackson, Chicago.

2. "Long distance removals form"—Joseph W. Glenn, Buffalo.

3. "Form for checking estimators"—Leon R. Blodgett, Grand Rapids, Mich.

### Willard Eldredge



*Elected as a new director of the N. F. W. A.*

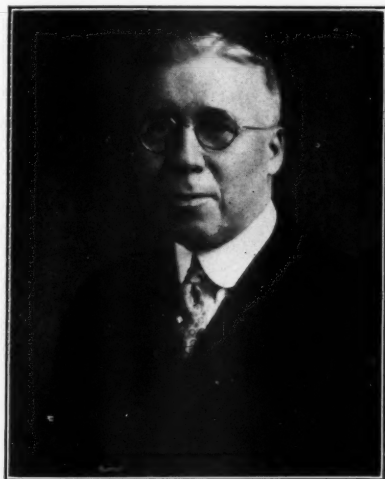


**Motor Equipment**

AS chairman of the motor vans and moving equipment committee W. Lee Cotter, Akron, Ohio, said he stood on his criticism, expressed at a previous convention, that manufacturers of trucks, trailers and accessories were not studying warehousing's needs and were not developing their products to meet those needs, and he had found, he declared, that some of the manufacturers conceded that that was true.

The current development, Mr. Cotter said, was the conversion of the bus chas-

**James D. Dunn**



*Elected a new director of the  
N. F. W. A.*

sis into a vehicle for household goods transporting. "We should get to the manufacturers and show them what we need," he urged. "We need many of the qualities of the bus chassis but not many of the expensive things in it."

The largest element of cost—38 to 50 per cent—of the total income from long distance moving was labor, Mr. Cotter commented, "so we must look to reducing labor costs." By using fast trucks and reducing the time on given jobs, he declared, the warehouseman should be able to reduce the labor element 50 per cent, and "we must have the help of the manufacturers to effect that saving."

As for trailers, Mr. Cotter said that only home-design and specially-built ones were being used today in long distance hauling of household goods.

Mr. Cotter said it should be suggested to truck manufacturers that "selling on \$1 down and \$1 a week" in the moving business ought to be corrected.

Following discussion of a program question, "In replacing old motor equipment, what can be done to keep such equipment out of the hands of possible new competitors?" Buell G. Miller suggested that the association go on record as opposed to "certain evil practices," and he offered a resolution to be sent to the National Automobile Chamber of Commerce and to truck manufacturers.

The resolution was adopted. It reads as follows:

"Whereas, one of the purposes of the National Furniture Warehousemen's Association is to protect its members; and

"Whereas, certain practices have recently crept into the merchandising of motor trucks, causing a hardship on those members who operate motor trucks; some of which evil practices include: (a) The sale of trucks to irresponsible men, some of whom have never had any experience in the operation of commercial motor vehicles or in the handling of household goods, and are induced by the alluring promises of salesmen to enter into business; (b) The sale of trucks on little or no down payment and small subsequent payments spread over a long period; (c) The sale of trucks in cases where there is obviously sufficient business at a profit to enable the purchaser to complete payments; (d) The discouragement of an owner-operator to continue payments on trucks purchased in good faith and partly paid for and the offering of new equipment on most liberal terms to replace original trucks after they have been repossessed; (e) The 'loading' of the selling price on trucks to permit excessive allowances on vehicles offered in trade and to cover the increased merchandising costs resulting from the over-extension of credit; which additional costs must be borne by the legitimate as well as the illegitimate operator; and

"Whereas, the continuance of these practices is detrimental to those of us who are legitimate and responsible operators and who have purchased trucks in good faith; and

"Whereas, irresponsible, inexperienced operators while their trucks are yet new and repair bills are light and they are counting only the daily costs, such as gasoline, oil, rental and labor, and not the true costs, and because of the pressure brought on those operators to meet installments they are forced to take work at prices below true or actual cost, thus causing a demoralizing effect upon the entire industry; and

**Henry Reimers**



*Here is the National's executive  
secretary*

"Whereas, the general public has frequently suffered through poor service and lack of responsibility, which has been a reflection upon the whole industry; and

"Whereas, the resulting condition of the general transportation business has given our legislators the impression that regulatory measures should be enacted; and

"Whereas, all the foregoing justifies some action on the part of this Association,

"Therefore, be it resolved that the National Furniture Warehousemen's Association in convention assembled go on

**J. P. Ricks**



*Elected a new director of the  
N. F. W. A.*

record as favoring the following principles to govern the sale of motor trucks:

"1. Every sale of a motor truck should be made under such conditions as to assure a final bill-of-sale, and not merely a rental proposition for some months with a subsequent repossession of the vehicle.

"2. Credit risks should be carefully selected. The credit standing of an individual or firm should have a strong bearing on the terms which can be allowed.

"3. The terms of sale should include down payment of at least 20 per cent and the payment of the balance over a period not exceeding eighteen months.

"4. Due consideration should be given to the amount of profitable business which can be obtained.

"5. The selling price of a motor truck should represent cost plus a reasonable profit; without provision for special discounts or large allowances for traded trucks."

W. A. Maynard, representing the White Company, Cleveland; H. W. Howard, representing the General Motors Truck Co., Chicago, and H. L. Gillette, representing the Federal Truck Co., Chicago, gave brief talks on motor equipment. Mr. Gil-





(Name and Address of Warehouse Co.)

N. F. W. A.  
Standard Form.....**NOTICE TO CONSIGNEE****INSPECT GOODS WHEN TAKING DELIVERY**

The attached Bill of Lading shows all packages therein named, in good condition when delivered to Railroad. We are not responsible for any loss or damage occurring after such delivery. You should carefully check each article as listed. If there are any shortages or visible damages, have Railroad Agent make notations of same on the paid freight bill. If any concealed losses or damages are discovered after unpacking, you should immediately notify Railroad Agent of same in writing to enable the latter to arrange for inspection of Containers and Contents in accordance with Railroad requirements.

Claim for loss or damage fully itemized in writing, together with paid freight bill (and Bill of Lading if not already surrendered to Railroad) should be filed with Railroad Agent at point of delivery at the earliest possible moment, and in any event must be filed within the legal limit prescribed in Bill of Lading. Thanking you for your patronage and trusting that your goods arrive in first class condition, we are

Date ..... 192 .....

Sincerely yours,

NATIONAL WAREHOUSE CO.

By .....

Here is the "Notice to Consignee" form adopted as standard by the N. F. W. A. at its Mackinac Island convention. See bottom of page 9, last column



(This portion may be detached and handed to Railroad Agent)

(Name and Address of Warehouse Co.)

**TO RAILROAD AGENT**

We have made a shipment of Household Goods to .....

We have advised Consignee that goods should be checked against Bill of Lading and that notations of any shortages or visible damages should be secured on paid freight bill. Consignee has also been advised how to proceed in case of concealed loss or damage. Compliance with Railroad rules and practices will, we feel sure, be cheerfully accorded in any event; but we are taking the liberty of calling your attention to our Membership in the National Furniture Warehousemen's Association which is working in close co-operation with all Railroads for reducing the number and amounts of damage claims through standardized and scientific packing methods.

Any assistance that you can consistently render the Consignee will be sincerely appreciated.

Yours truly,

Date ..... 192 .....

NATIONAL WAREHOUSE CO

By .....

lette said the Miller resolution was "very fine" and that no manufacturer liked to sell trucks on allowances and that "eventually we'll get the business down on a substantial basis." Mr. Howard said the Cotter indictment of manufacturers for not studying warehousing's particular needs was "somewhat true," but he asked the convention to remember that the truck-making industry was "young and still in a state of flux" and was trying to find out what warehousing wanted and would work with it to that end.

**Cost Finding—Removals**

IN his report as chairman of the cost and accounting committee Martin H. Kennelly, Chicago, said he believed that great good had accrued to the association's members and to the industry through the work of Ernst & Ernst, retained by the National some months ago to introduce the association's standard cost finding system in members' plants.

Replies to a questionnaire distributed by the accounting firm among the members had shown conclusively, Mr. Kennelly said, "the importance of some uniformity in accounting" and "the necessity of proper records being kept by the warehousemen."

"No more important work confronts the industry than to put in proper condition the accounting systems of the members of this association," he declared.

S. S. David, Chicago, gave a talk on the ethics of the warehouse business, declaring the industry hadn't the standing of other industries in the public mind, one reason being that "we're not

punctilious with our customers in the small things."

"We are constantly in conflict with our customers," he declared. "We are too large an industry to have that reputation, a relic of the past. It should have been educated out of the public years ago."

Mr. David said he had been asked by a man whether it was true that it was necessary to get a writ of replevin to get goods out of storage!

"'Home' is not the same as it was in the old days when 'Home Sweet Home' was composed," Mr. David added. "Now it's two rooms and kitchenette. This means more and more storage, and we're doing our best to retard the evolution when we do not give a fair deal to the public."

Under discussion of inter-city and long distance removals, under the chairmanship of T. A. Jackson, Chicago, Mr. Reimers presented figures on the operation of the central division's inter-city removals bureau, covering six months from Nov. 1 to April 30, inclusive. These are set down on page 17.

Mr. Reimers said the eastern members had asked that the bureau's operations be extended to embrace their territory.

A program question—"Should the Bureau rule requiring payment of a 35 per cent commission when goods are removed from another member's warehouse be extended to include all N. F. W. A. members? If not, what should be the National policy on such removals?"—was discussed at length, and the opinions were varied.

Some believed the rule should be rescinded altogether, on the theory that such action would eliminate "much bad feeling" among warehousemen and between warehousemen and customers. Others thought the retention of the rule would promote broader reciprocity among members.

It was voted to refer the rule back to the bureau's board of governors for consideration as to whether it should be retained.

Judson M. Davis, Los Angeles, presented a report, as chairman of the legislative committee, reviewing various Court decisions affecting the industry. During the ensuing discussion Buell G. Miller expressed opinion that a definition should be reached as to what constitutes a common carrier.

**Memberships—Conventions**

AS chairman of the membership committee Charles S. Morris, New York, said he believed there were between 100 and 150 prospects "possessing the qualification and facilities" essential to membership.

Stressing the importance of the National code of ethics and of the code being lived up to, he said:

"We would recommend that application blanks should contain the code of ethics on the reverse side and a part of the application should be set aside for the following:

"I have read the code of ethics printed on the reverse hereof and if accepted as a member agree to maintain its principles in its entirety."

Mr. Morris said that "an apathetic or antagonistic attitude of our members toward prospects does not work for the best interest of all concerned and it is our hope that we may bring our members to realize that in securing new members they are helping their association, their industry, the public and themselves."

On motion of Mr. Glenn the Morris report was adopted, carrying with it the proposal to print the code, etc., on the application blank.

William T. Bostwick, New York, threw out for consideration the thought to the convention that an N. F. W. A. membership prospect be required to be a member of a State or local body one year before being eligible to the National.

The old question of whether one or two meetings a year should be held precipitated lengthy discussion in which the *pro* and *con* opinions as previously expressed at conventions were reiterated—with the result the same: no apparent majority agreement. The outcome was the adoption of a resolution offered by F. L. Bateman, as follows:

"Resolved, it to be the sense of this meeting that the better interests of the N. F. W. A. would be served by changing the date of the annual meeting to the mid-winter season and that the present annual and mid-summer meeting be changed to a semi-annual business meeting and summer outing, and it is further resolved that the board of directors be instructed to take such measures as may be necessary to effect this change."

Under this action the next annual convention will not take place until the winter of 1927-1928. Thus the term during which S. C. Blackburn will serve as president, in pursuance of his Mackinac election to that office, will be for eighteen months instead of twelve. The convention next January and the one next July will be semi-annual gatherings. The mid-summer assemblies each year will be stag affairs, as heretofore, and the delegates may bring their ladies to the January convention. Elections of officers will take place at the January meetings beginning January of 1928.

#### Regulation

IN his report as chairman of the special committee on national legislation A. A. Leonard, Detroit, reviewed the committee's activities in opposing Senate Bill No. 1734 designed to regulate interstate commerce of motor vehicles. He added:

"It is the opinion of your committee that some regulatory bill is to be passed at the next session of Congress. What this bill is to be is a matter of pure conjecture.

"Legal opinion is that Congress can, if it wishes, and so legislates, make common carriers out of us or any other special kind of transportation. But we have always contended that we are not common carriers, but, on the contrary, contract or private carriers. If we can so place ourselves, it seems that we have accomplished our aim; therefore, that the

Inter-City Removals Bureau									
Six Months, from Nov. 1, 1925, to May 1, 1926									
	Loads Reg'd	Loads Matched	One Way Mileage	Round Trip Mileage	One Way Cu. Ft.		One Way Income		
					Amt.	No. Lds.	Amt.	No. Lds.	
November .....	84	29	18,219	36,438	35,320	53	4,627.50	34	
December .....	51	10	12,623	25,246	24,450	38	4,167.50	26	
January .....	64	33	14,465	28,930	28,300	46	6,270.90	36	
February .....	59	21	12,543	25,086	30,640	47	6,450.00	44	
March .....	74	22	15,172	30,344	38,650	65	9,132.60	64	
April .....	86	40	17,557	35,114	41,200	65	9,118.50	69	
Total .....	418	155	90,579	181,158	198,560	314	39,767.00	273	
No. loads registered.....								418	
No. loads matched.....								155	
Percentage of loads matched.....								37.1%	
Members' income from loads registered.....								\$60,888.66	
Members' income from loads matched.....								\$22,578.31	
Average income per trip one way.....								\$145.666	
Average income per one way mile.....								\$0.672	
Average income per round trip mile.....								\$0.336	
Actual mileage on 155 matched loads.....								33,473	
Total round trip mileage operated.....								181,158	
Average mileage per round trip.....								433.4	
Average cubic feet per load.....								632.3	
Total mileage operated with one way load.....								147,685	
Total mileage operated empty.....								73,842½	
Percentage of empty miles operated.....								40.7%	
Total operating cost.....								\$1,017.77	
Operating cost per month.....								\$169.63	
Average cost of operation per load registered.....								\$2.434	
Percentage of operating cost to total income on loads registered.....								1.66%	
Average cost of operation per load matched.....								\$6.57	
Percentage of operating cost to total income on matched loads.....								4.5%	
Bureau commissions received February, March, April.....								\$171.90	
No. loads registered in February, March, April.....								219	
Average commission per load registered.....								\$0.80	
Average commission per load matched.....								\$2.07	
Percentage to operating cost for February, March, April of commissions.....								3.5%	

The above figures were presented by Henry Reimers, executive secretary of the National, during the discussion of the central division's inter-city removals bureau

proper step to take would be the adoption of a special contract, made to cover each interstate movement in which a definite contract for each job is concluded. We should then be relieved of regulation. . . . Your committee therefore recommends that such a contract be prepared for use in this emergency."

Discussion led to expressions of opinion that the N. F. W. A. should be represented at the Interstate Commerce Commission inquiry into the operation of motor trucks and motor buses by or in connection or competition with common carriers, hearings in which investigation were scheduled by the Commission to open in Chicago on July 27 and to extend to twelve other cities, concluding late in September in Washington, D. C.

Urging that the National be so represented, Julian M. Gibson, St. Louis, said that the various State and local associations in districts where the I. C. C. hearings take place, also should have representation. Mr. Gibson, who is a member of the special committee, said the latter would be prepared to steer the State and local committees at the hearings. (See page 49.) He moved that the Leonard committee be continued in office to that end, and Mr. Ford moved that the association go on record as favoring constructive interstate regulation of motor vehicle hauling. These motions, voted on jointly, were adopted.

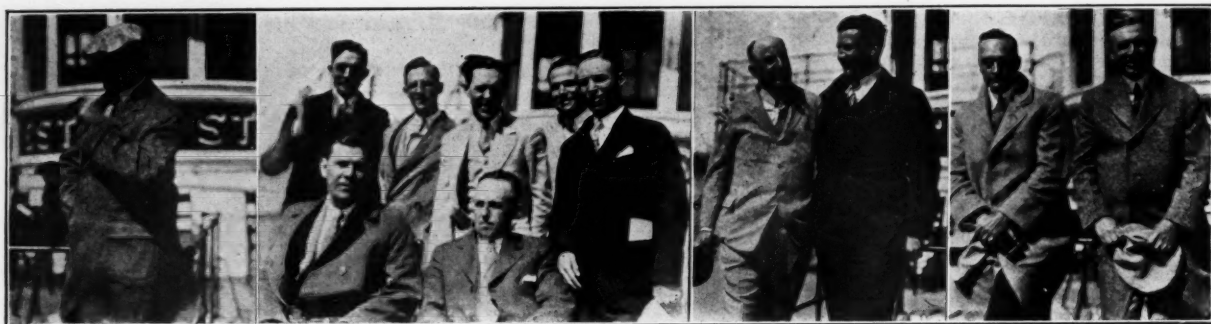
In connection with his decision to have warehousing represented at the I. C. C. hearings is the following pertinent para-

graph in the Leonard committee's report:

"Our committee believes that the resolution adopted by us in this matter should be adopted by the association and that it should be presented to the meetings as scheduled by the Interstate Commerce Commission. We hope that the committee can hold over and prepare the matter to be presented at these meetings. We think that it should be identical each time and should be presented in the name of the regional associations."

The resolution alluded to in the foregoing paragraph is the one which the Leonard committee presented to the Senate committee in Washington, setting forth household goods warehousing's position and wishes with regard to interstate regulation. The text of that memorial was published in the April issue of *Distribution and Warehousing*.

As chairman of the committee on warehouse construction and operation Willard Eldredge, Atlantic City, N. J., reported that furniture warehouses nearing completion or about to be built are costing or will cost "anywhere from \$2.50 to \$4 per square foot." Then tendency to build in retail shopping district still prevails, he said, owing to the advantage of store front rentals and to the advertising value of such a location. When plants are put up in such districts, Mr. Eldredge suggested, the warehouseman might profitably build the ceilings higher than standard, mak-



Here are some more of "Andy" Murray's N. F. W. A. convention snapshots. At extreme left, Henry Reimers, executive secretary, probably contemplating the long distance rate situation. At left center, some of the younger generation afloat. At right center, Tom Jackson, Chicago, and Van Wyck Mott, Washington, D. C. At extreme right, Arthur Reebie and Marty Kennelly, two of the association's sheiks

ing the structure more valuable for other business purposes should the owner wish to sell. The report concluded with suggestions regarding cold storage vaults for furs and rugs, and fumigation.

#### Insurance

**M**ILO W. BEKINS, Los Angeles, reporting as chairman of insurance committee, said the household storage industry today was paying a heavy tribute to insurance companies, on both buildings and automobile trucks. This condition, however, was not, he declared, altogether the fault of the insurance companies, as hundreds of companies existed with each handling a small part of the coverage of N. F. W. A. members and with no one company handling a sufficient volume to be able to give warehousing the classification to which the industry was entitled, and so furniture warehousing had not been able to get a classification to which he believed it was entitled.

"To secure a proper rate," Mr. Bekins pointed out, "we must have, first, volume; to obtain this we must have 100 per cent cooperation from association members and place our insurance in one company."

Approximately 50 per cent of the membership had agreed, the chairman reported, to place their automobile and truck insurance with a company to be passed on by the insurance committee and the board of directors, and the latter had approved an arrangement with Cass & Johansing. Up to June 30 applications had been received from 164 members, covering 1,583 pieces of motor equipment—an average of more than nine units. Of these 164 members—

"Forty-five request public liability limits of \$5,000 to \$10,000. Ninety-one request \$10,000 to \$20,000. Twenty-eight desire more than \$10,000 to \$20,000. The total savings on these applications would amount to \$23,162.95 under the board rates. We hope that by Jan. 1 we will have at least 50 per cent of the members operating under this policy."

The chairman voiced a plea to State and local associations to cooperate.

Regarding transit insurance Mr. Bekins said that up to June 1 coverage

amounting to \$40,287,165 had been sold to members, who received in commissions \$37,249—"a very nice volume of business, in my opinion." He added:

"The committee has just received figures on losses during the first year of operation under this policy. The loss experienced is good in all departments except excess carriers liability coverage; and in the near future a change must be made to take care of this situation, either by increasing the rate or by cancelling a portion of this coverage."

Mr. Bekins said this Cass & Johansing transit policy was now being written through more than 400 of the National's members.

The Bekins' report included the report of the committee's transit insurance division—Harvey B. Lyon, vice-chairman.

As vice-chairman heading the committee's building insurance division Ernest H. Milligan, New York, quoted from a letter from the Home Insurance Company of New York offering to cooperate with the N. F. W. A. "to standardize construction and arrangement to the end that the fire rating schedule will be uniform throughout the country" with respect to household furniture storage. The company said it would be glad to volunteer the services of its engineering units, inspectors and rate analysts. Mr. Milligan emphasized the value of this offer, declaring it should result in great savings for the association's members should it be accepted by the National's directors.

The directors, at a meeting held at the convention had adjourned, voted to accept the Home Company's offer, which will be carried out through the office of Howard S. Tierney, president of Howard S. Tierney, Inc., New York insurance specialists.

Mr. Milligan in concluding his report, said:

"Frequently warehousemen advertise their facilities as 'fireproof storage.' This should not be done, but the words 'fireproof warehouse' used instead."

A. H. Hollander, Chicago, vice-chairman heading the insurance committee's automobile insurance division, predicted

that eventually the N. F. W. A. would operate a cooperative insurance company of its own.

E. G. Mooney, Hartford, Conn., vice-chairman heading the committee's accident prevention division, commented in his report that while warehousing did not involve the use of hazardous machinery there were nevertheless "many serious and costly accidents." As reasons and conditions leading to such mishaps he cited the major ones as follows:

1. Outside Trucking and Moving Van Operations.
2. Loading and Unloading.
3. Poor Housekeeping.
4. Infections.
5. Elevator Operations.
6. Lights.
7. Property Damage.

"Each warehouse presents an individual problem and must receive individual consideration," Mr. Mooney concluded. "We respectfully urge our members to hold monthly get-together meetings with their men. Talk over this subject, display accident prevention bulletins and have a regular careful inspection of all equipment."

#### Publicity—Advertising

**R**EPORTING as chairman of the publicity committee, C. J. Neal, Cleveland, after urging elimination of waste and the development of long distance moving by motor truck, said he believed it would be possible for the N. F. W. A. to perfect an arrangement with the American Railway Association so that the members could be placed on a preferred standing in reference to the handling of claims, "so that no matter at what station in America a shipment of household goods is received, consigned to a member of the N. F. W. A., and should there be damages in this shipment, the carrier and warehouseman will be in such relations with each other that the claim will be expeditiously handled, the goods immediately put in proper condition, and the customer satisfied." Such an arrangement, he said, "would do a great deal toward retaining the public's patronage of our packing and shipping departments."

Mr. Neal urged that consideration be given to selection of an appropriate slogan for the association. At the direc-



tors' meeting, following adjournment of the convention, the directors voted, on motion by William T. Bostwick, New York, to offer a prize of \$50 for an acceptable slogan.

Mr. Neal in his report held advertising to be "of primary importance to us as warehousemen, either as individuals, co-operatively or nationally." In this connection each warehouseman should, he said, ask himself—in order to determine his policy locally—these questions:

1. "To what extent in my city is the demand for household goods storage developed or undeveloped?"

2. "Will that demand increase of its own necessity through growth in population, or must the development of this business be accomplished through education?"

3. "Is my business generally understood by the public, and do I perform a service unknown to the average housewife?"

4. "Am I performing a high quality of service, and am I telling the public fully, completely and convincingly the nature of my service?"

Supplementing his formal report Mr. Neal said the goal of the members should be to have the public say "I want my things moved by a member of the N. F. W. A."

"We will then," he concluded, "have reached nearly perfection. When you're ready to place your guarantee on the work of every member, the sale of this association to the American public will be easy."

S. S. David, Chicago, presented a paper on "How Can We Convince the Public That They Can Save by Storing?"

In a paper on "Adverse Publicity," James H. Hoeveler, Pittsburgh, counselled against overcharging the public. Charges should be based, he said, on direct cost plus overhead plus a reasonable profit, the overhead to include a percentage to cover hours of labor and equipment available not sold, and to include also the salary of the warehouse's "guiding genius whose services are sometimes so highly esteemed by the party himself."

The adverse publicity which a warehouseman received through overcharging included, Mr. Hoeveler said, the following:

"1. Loss of confidence of the public as well as competitors.

"2. Creating distrust of the industry as a whole in the minds of our customers.

"3. Nourishing the idea in the mind of the possible customer that warehouses are to be avoided and thereby causing goods to be sold, loaned or otherwise disposed of, instead of being placed in our warehouses where they should be and where we want them."

Concluding, he said:

"The customer pays the bill—therefore he is entitled to the best service we can give and the greatest protection to his goods for the least amount of money that will cover our costs, direct and indirect, and overhead and give us a fair and reasonable profit."

Morrison C. Wood, Chicago, read a paper on "Cooperative Advertising," outlining in detail the history of the co-operative advertising campaign being conducted by the National's Chicago member companies identified with the Illinois Furniture Warehousemen's Association. As for results at the end of one year, they were difficult to determine, Mr. Wood said.

"This was not an advertising campaign to sell out a definite stock of goods, to get direct sales, to introduce a commodity which is in daily use," he ex-

plained. "It was largely an educational campaign, run to acquaint the public with the storage industry, and endeavoring at the same time to induce people to store."

Access Record		Appointment
THE NATIONAL STORAGE		_____ M.
1413 National Ave., City, State		
Lot No. _____	Name _____	
Location _____		
C.K. by _____		
from _____ M. to _____ M.	HRS. _____	
from _____ M. to _____ M.	HRS. _____	
from _____ M. to _____ M.	HRS. _____	
TIME _____	DATE _____	CHARGE \$ _____
CUSTOMER'S INSTRUCTIONS		
SIGN HERE _____		

"Access record" form which the National adopted as standard. See top of third column on page 14

plained. "It was largely an educational campaign, run to acquaint the public with the storage industry, and endeavoring at the same time to induce people to store."

"Yet I am firm in the belief that even in the short space of time that has elapsed since the first piece of copy was run, real results have accrued to storage warehouse business in Chicago through its advertising. . . .

"Nearly every warehouse in Chicago did an unusual business this spring, particularly in storage. Some warehouses which did advertising of their own, using the newspaper advertising as a background, reported the largest business done in years. . . .

"Of course it is hardly fair to claim that the newspaper advertising alone was responsible for any increase in business, but it seems to me that there is little doubt but that it helped to some degree. And don't think for a moment that the advertising wasn't noticed, for it was, and many favorable comments were made on it by executives in other lines of business.

"There has been a further result, a further benefit, to the warehouse in-

dustry in Chicago. Due to organized publicity emanating from the committee favorable stories regarding our business have appeared in the Chicago press. Articles have appeared explaining our rates, setting forth the reasons for seemingly high charges, and appealing to the public to help the storage and moving industry in its fight to spread the leasing dates over a six-months period instead of two."

The Chicago firms contributed approximately \$6,000 to the fund, Mr. Wood said, and not all of that sum was spent.

Mr. Wood concluded with these recommendations:

"First, let there be a rapid growth in the number of centers, or groups, or communities, which advertise cooperatively. Chicago has taken it up, Atlantic City is taking it up, the Central New York Warehousemen's Club is contemplating taking it up. There may be other groups that are contemplating taking it up that I do not know of. Let other cooperative campaigns spring up in every section of the country where there are enough firms to go in, and where there is a good medium.

"Second, begin to make plans for a national campaign in a selected list of women's magazines, whose circulations are largely urban, such as *Vogue*, *Harper's Bazaar*, *House and Garden*, *Woman's Home Companion*, etc., and advertise storage, tell the public about the conveniences of storage, and what sort of service the warehouseman who is a member of the National association stands ready to render.

"Third, create a central publicity bureau, whose function it would be to keep the press and magazines supplied constantly with news articles pertaining to the industry. Stories, pictures and figures could be secured and furnished to the press and magazines of the United States which would be in a sense propaganda of education, beneficial to the whole industry.

"Last, let the association engage advertising counsel who can supervise all advertising, who can produce copy for the groups that advertise cooperatively, and guide them, and who can help members with their own advertising, and who can prepare booklets for distribution by members. It is far better to have one advertising expert study our problems than a dozen or more."

Oliver Skellet, St. Paul, presented a report as chairman of the industrial relations committee.

## Rates

REPORTING as chairman of the rates committee Julian M. Gibson, St. Louis, alluded to various tables and guides prepared by previous rate committees and expressed opinion that considerable waste in competition could be eliminated if those recommendations were followed and the tables made standard practice among the members, but he declared that could be brought about only if State and local associations cooperated effectively. He continued:

"The one element which produces the

most waste in competition is that of ignorant slash price quotations. The waste resulting therefrom is the waste in profit.

"Each locality should have basic standards for rate making. Such standards should be used by all progressive warehousemen who believe that standardization of quotations makes for the elevation and dignity of the industry and for reasonable profits consistent with investment and labors.

"When competitors all talk the same language and use the same basis in quoting rates, waste in competition will be almost eliminated. The greatest evil in the industry is the large, old, reliable and reputable warehouse who slashes the rates when in competition with the small, young and unreliable concerns.

"In our industry the unreliable concern will always be with us. We will always have the small independent price cutter. Which would you rather be, the small independent price cutter, or the large independent price raiser?

"The rates committee does not advocate fixing rates. We do advocate however the fixing of standard bases for rate making such as are used in almost all other industries; sugar by the pound; wheat by the bushel; cloth by the yard; and labor by the hour. We should use a standard language for all of our quotations. When this is done, there will follow a natural adjustment of rates, and rates will become so near standard that a fair profit will be realized by all. This will most certainly spell 'Elimination of Waste in Competition.' Our competition should be on service and not on price.

"The Rates Committee reaffirms its belief in the soundness of the recommendations made at previous conventions and we feel that we have gone as far as the law will permit and as good policy for this association will dictate.

"We have no further recommendations to make at this time. We will wait for information concerning costs to be compiled by our cost accounting committee.

Correct rates should of course be based on costs, and costs can be ascertained only when a first-class and accurate system of accounting is used. The cost accounting committee has done a remarkable and valuable volume of work for this Association and one by one the membership is coming to a realization of the benefits to be derived from using the simple standard system of cost accounting as recommended by that committee. When you learn your costs, and quote your rates based on your costs, you will have little use for a rates committee."

Van Wyck Mott, Washington, D. C., in his report as the National's delegate to the recent annual meeting of the Chamber of Commerce of the United States, reviewed what took place at that convention and explained in detail what the Chamber tries to do for Business America. He quoted Alvin E. Dodd, manager of the Chamber's Domestic Distribution Department, as saying that statistics were lacking in the warehouse

industry. Mr. Mott believed the association was investing in business security in paying dues to the Chamber, which he declared was "battling eternally and intelligently to keep government out of business"—a concept which he declared was well worthy of the National's support.

#### The Elections—Sports—Notes

THE results of the elections are set down in a box on page 9. A new method of choosing a nominating committee was followed, a chairman being

#### Thoughts for Him Who Refuses to Join

IN his report as executive secretary Henry Reimers quoted O. H. Cheney, vice-president of the American Exchange Pacific National Bank, New York, in a recent article in *Nation's Business* as follows:

"The time is not far away when a business man's membership in trade associations will be an important factor in his banker's judgment of his credit rating. It will be that for three reasons:

"Trade association membership is a measure of character because it shows the member's ability to get along well with others.

"Trade association membership is a measure of the intelligence of the member's business methods, because he is trying to eliminate competitive waste, and use cooperation as an economical promotion weapon.

"Trade association membership is a measure of the soundness of the industry, because it is doing something for the stability, efficiency and economy of production and distribution.

"That is why, as a banker, I believe that the need of the nation is better, stronger, more active, more intelligent, more public-spirited trade associations. Only through them can there be better business men and better business."

elects in advance of the other members, instead of the man receiving the highest number of votes being made chairman, as heretofore.

The men nominated for chairmen were Charles S. Morris, New York; C. J. Neal, Cleveland; L. H. Tanner, Detroit, and R. V. Weicker, Denver. Mr. Morris received the largest number of votes, 46, and was elected.

For committee members the men nominated were: eastern division, Walter C. Reid and Grant Wayne of New York and Elmer S. Dayer, Buffalo; central division, C. J. Neal, Cleveland, and Earl Iredale, Winnetka, Ill., and L. H. Tanner, Detroit; western division, R. V. Weicker, Denver, and Judson M. Davis, Los Angeles, and Harvey Lyon, Oakland, Cal.; southern division, George Butler, New

Orleans, and E. C. Chadwell, Chattanooga, and J. L. Wilkinson, Charlotte, N. C.

Mr. Reid, with 65 votes, was elected for the eastern division; Mr. Neal, with 55 votes, for the central; Mr. Weicker, with 68 votes, for the western; and Mr. Butler, with 57 votes, for the southern.

Several amendments were adopted to the by-laws. Under one, designated numbers for vice-presidents, as first, second, third and fourth, were eliminated. Another provided for a change in the method of selecting a nominating committee, as already indicated. Another amendment provides that one of the vice-presidents shall be designated by the directors to act as president in the event of the president's absence. Another amendment makes 150 members constitute a quorum at a convention, instead of 25 per cent of the membership as formerly.

Following the election of Mr. Blackburn as president the convention voted to send him a message of congratulation which was done. Daniel P. Bray, a fellow Kansas Citian, paid a tribute to Mr. Blackburn's qualifications and abilities.

Bids for a National convention were received from various sections—Dallas, from William I. Ford; southern California, from E. B. Gould; Miami, from W. T. Callahan; Atlantic City, from Willard Eldredge, and Asheville, N. C., from Herbert C. Allen. Other invitations are on file with Secretary Wood.

Discussion around the hotel indicated that either Biloxi, Miss., or a point in southern California would be selected for the winter meeting, but the decision will rest with the board of directors.

Directors' meetings were held prior to and after the convention. A number of new members were elected, as heretofore set down. The directors voted to keep in office the present special national legislation committee, headed by A. A. Leonard, Detroit, in order that the association might be adequately represented at the Interstate Commerce Commission hearings. The directors voted also—on motion by Walter E. Sweeting, Philadelphia—that the National looks with disfavor on any warehouse company which adopted a name similar to that of any existing company in its same State or within 250 miles if in another State; it was felt that it was unfair competition for a new company to trade on an established company's trade name. The directors adopted the budget for the new year as worked out in the secretary's office.

At the annual banquet, held on the evening of the 12th, Mr. Gould, retiring as president after two one-year terms, was given a beautiful watch, inscribed to "Jay," by his friends and associates, Charles S. Morris, the National's first president, making the presentation speech. Humorous stories were told by Mr. Morris, James F. Keenan, Mr. Gould and others, and the association's songbird, Elmer S. Dayer of Buffalo, warbled in his customary superb way. On behalf of the golf committee—Walter Theibault, Chicago, chairman; Edward Murdock, Pittsburgh; George Rutherford,

Cleveland, and Daniel P. Bray, Kansas City—announcement was made of the results of the golf tournament. They were as follows:

1. First low net, classes A, B and C, Milo Bekins cup, Rudolph Knipe, Jr., Brooklyn, score 85. 2. First low gross, all classes, White Motor trophy, Walter Theibault, Chicago, score 79. 3. First low net, all classes, Bateman trophy, sweater, Ogden Giles, Brooklyn. 4. Second low gross, all classes, Bateman trophy, golf bag, R. C. Lay, Oil City, Pa., score 84. 5. First blind bogey 72 to 95, *Distribution and Warehousing* driver, George Rutherford, Cleveland, score 90.

6. First putting contest, Bateman trophy, dozen golf balls, Ben Langan, St. Louis. 7. Second putting contest, Bateman trophy, half-dozen golf balls, Howard S. Tierney, New York. 8. Best dressed golfer (James F. Keenan, Pittsburgh, and Walter C. Reid, New York, judges), Bateman trophy, sweater, Martin Kennelly, Chicago. 9. First mystery, Grand Hotel trophy, cup, Paul J. Herbert, Youngstown, Ohio, score 89. 10. Second mystery, Cass & Johansing trophy, duffer bag, William C. Meinke, La Porte, Ind.

11. Third mystery, Cass & Johansing trophy, cup, Edward Murdock, Pittsburgh. 12. Fourth mystery, Judson Freight trophy, bag, Willard Eldredge, Atlantic City. 13. Fifth mystery, Judson Freight trophy, Raymond G. Day, Detroit. 14. Sixth mystery, Judson Freight trophy, E. B. Gould, San Diego. 15. Seventh mystery, Judson Freight trophy, James McAuliff, Chicago.

16. Eighth mystery, Judson Freight trophy, Charles S. Morris, New York. 17. Ninth mystery, *Distribution and Warehousing* driver, T. J. Monroe, Atlanta. 18.

Tenth mystery, Excelsior Wrapping Co. prize, dozen golf balls, William A. Schwartz, Chicago. 19. Eleventh mystery, Charles D. Strang trophy, cup, Paul A. Rensch, Evanston, Ill. 20. Kickers' handicap, Leonard Warehouses trophy, small traveling bag, Milo Bekins, Los Angeles.

21. Millionaire prize, Leonard Warehouses trophy, large traveling bag, Walter Theibault, Chicago (for details regarding No. 21 see this month's *Two Bits* page). 22. First low gross, class B, Association trophy, golf bag, Tom Leonard, Detroit, score 88. 23. First low net, class B, Association trophy, golf coat, Daniel P. Bray, Kansas City. 24. First low gross, class C Association trophy, golf stockings, James A. Walker, Memphis, score 91. 25. First low net, class C, Association trophy, golf stockings, Ralph Wood, Chicago.

26. First low gross, class D, Association trophy, golf stockings, R. P. Conway, Chicago, score 101. 27. First low net, class D, Harder trophy, cup, George B. Anderson, Highland Park, Ill. 28. Best score short holes, Association trophy, golf bag, W. P. Dunlap, Buffalo. 29. Second low net, class B, Association trophy, golf bag, H. C. Schroeder, Indianapolis. 30. Second low net, class C, Association trophy, golf coat, Henry M. Burgeson, Los Angeles. 31. Second low net, class D, Association trophy, golf stockings, A. H. Laney, Jacksonville, Fla. 32. Low net foursome, Association trophy, golf stockings and dozen golf balls, Frank H. Hebard, Chicago, and Joseph H. Troyer, Chicago.

The annual East vs. West baseball game didn't get anywhere. One of those Michigan rainstorms from nowhere set in shortly after the contest was started

and the boys called it a day after the second inning—the fans having scattered to shelter meanwhile, leaving only the umpire, Lew Tanner, and the scorekeeper and the players on the field. The eastern team was ahead, 2 to 1, when the game was called. Schram and Tilghman had each scored a run for the easterners and Don Welch had tallied for the westerners. Rudie Knipe, pitching for the easterners, fanned six of the twelve men who faced him, allowed two hits and gave one base on balls. Jim McAuliff, twirling for the westerners, did not allow a hit but presented three passes which with errors contributed to the easterners' run-making.

An experimental feature, and one which proved popular, was the holding of several evening sessions. This gave the delegates more time for play and sleep in the early forenoons, and it was stated by a number of the golf enthusiasts that an effort would be made to have next summer's program include only afternoon and evening meetings.

One of "Jay" Gould's typical characterizations came after James F. Keenan had submitted his report as treasurer. Mr. Gould commented that Mr. Keenan was "the only man in captivity who could read a treasurer's report and make it interesting."

During the discussion of the estimating problem William R. Palmer, New Haven, Conn., commented that "We're entirely honest in New Haven."

"What's the population of New Haven?" asked Ralph J. Wood.

"More than half are Democrats," retorted Mr. Palmer.

## Coming—In the September Issue

### of DISTRIBUTION and WAREHOUSING

**Making a Hobby Pay as an Advertisement . . . . . By Willis H. Parker**

**Warehouse, Barge, Truck and Machinery Combine to Handle Commodities on San Francisco Waterfront . . . . . By H. H. Dunn**

**The Telephone, Rightly Used, Can Be Made to Stimulate Business**

**By Willis H. Parker**



# Public Warehousing and Economic Distribution

## Number 17

### How Branch Agencies Can Use Warehouses as Operating Bases

By H. A. HARING

**T**HE manufacturer who opens a branch agency does so for only one reason. The agency represents him in the market. That representation seeks to make good the deficiencies of the distant location of the factory in two of the three functions of a manufacturer.

Branch agencies do not alter the first function of the manufacturer, that of fabricating the goods. That process goes on at the plant regardless of whether the company has two hundred branch agencies or none at all.

The branch agencies are, however, charged primarily with representing the factory in dealing with customers: First, in selling the goods; secondly, in making delivery.

For companies doing business over the entire country and into Canada, the branch sales agency becomes necessary; and no sooner is the sales agency established than the owner faces a further need—that of having a handy stock of goods for delivery. An Eastern manufacturer must sooner or later decide whether he will provide satisfactory distribution for his goods in Chicago territory or whether he will allow some competitor to have the business. Dependence on distant factories for direct-from-factory shipments is no longer tolerated by a public that has been educated to expect instant delivery of all ordinary commodities.

The early sales agencies carried their goods in a store-room on the same premises as the agency. Somewhat later the practice grew up of having the store-room separated from the branch office and display room.

High rents have compelled the change. Today, branch agencies are gravitating more and more to recognized mercantile districts within each city; they are coming to

occupy upper floors of downtown sky-scrapers—with the inevitable result that “spot stocks” of the goods are further and further distant from the sales manager’s desk.

Where such store-rooms are privately operated, they require supervision. They are no longer only a “thin partition away” from the district manager; miles, rather than feet, measure the separation.

Such warerooms need a staff of help. Rent and similar expenses, mechanical equipment and supplies, together with all the other items that constitute overhead charges, cannot be avoided.

The cost of maintenance is approximately the same for the manufacturer whether these warerooms be a half or a quarter filled with goods or entirely full.

It has, furthermore, been the experience of manufacturers that the successful operation of these branch store-rooms calls for qualities of management not always to be found in the make-up of the sales manager. For it is known that salesmanship is a specialized form of business ability, requiring in many respects a temperament exactly opposite to the methodical and routine attention to details of the store-room and shipping department—details which become monotonous and uninteresting to men of the “high pressure” type of salesman.

Unless, therefore, the manufacturer does a very large business at each of his branches—large enough to warrant independent organization of a storing and shipping department—these branch warerooms become a source of worry and expense out of all proportion to their value. Here has come in one of the economic services of the public warehouse.

**C**OMMERCIAL houses, for another matter, are no longer content to place “orders for shipment”—a condition that reached its zenith under war-time demand. Manufacturing capacities are too great, the competition for available business too keen, for any such procedure. Nothing less than ample spot stocks, close to every market, will satisfy the demand for widely distributed goods; and advertising becomes a sheer waste of

money unless quick delivery is planned as a part of the campaign.

#### *Time and Place Eliminated*

Sales competition of today takes into account delivery of the merchandise quite as much as “getting the order.” In this improved delivery of goods to customer the greatest single advancement has come, not from better transportation methods, but through the de-

vice of warehousing them nearer the market. Thus have time and place been so far eliminated that the location of the factory is of little consequence. The Atwater Kent dealer in a Wisconsin town cares not whether the factory stands in Philadelphia or Seattle, for he buys through a Chicago distributor from whom radio sets arrive overnight.

Merchants have learned that there is no profit in goods until they are sold.

# Public Warehousing and Economic Distribution

"Get rid of the sleepers!" is the platform slogan of one marketing speaker. "The line of goods that sleeps on the shelf is a drag on profits. Store shelves should be spring-boards for high jumpers—not hammocks for heavy snoozers."

Equally does the dealer know that he is not a warehouseman. Even the jobber spends sleepless nights figuring how he can become less of a warehouseman. Money, for retailer and jobber alike, is made on what they sell, never on what they store. Therefore the test of every business has come to be the quickness with which it sells—the dispatch with which goods move into possession of the next owner.

The task of storing the goods is more and more being passed on to that industry which makes warehousing its sole purpose!

## Public Warehousing Is Flexible

THE public warehouse, again, is flexible in a sense that the agency storeroom cannot hope to be. Private warehouses must be provided by the manufacturer large enough to accommodate the year's maximum quantity of goods. At any time during the year that the spaces are only three-fourths filled the unused quarter keeps on gnawing into profits with its irreducible overhead, and this wasted expense increases during the months that the store-rooms are only half filled, often much less being utilized even than a half.

In contracting for accommodations the manufacturer is obliged to look ahead to business volume as he hopes to develop it. He therefore leases, deliberately and with aforethought, larger quarters than immediate volume justifies, merely for the sake of being prepared to handle increased business when it comes. Should he erect his own building, this consideration is even more binding upon him—one cause why every city shows five-story and eight-story warehouse buildings, privately operated, with half of their floors unoccupied.

Public storing has all the flexibility that private lacks. When patronizing a public warehouse the manufacturer may lease 150,000 sq. ft. of space one month and 5000 the next; he may consign to the warehouseman a carload of merchandise or a trainload. In either case, his warehouse expense is in exact proportion to what he uses. The amount of space occupied by any one manufacturer may be varied to correspond with the fluctuating volume of his business, almost without advance notice to the warehouseman.

The public warehouse offers storage to such a vast assortment of commodities that the peak of one's demand for space offsets the valley of another!

The public warehouse, in a word, of-

fers elastic storage; it may be used, or let alone, exactly as the manufacturer needs. This is a condition quite different from the branch wareroom, the upkeep for which is largely inelastic.

It is, on this account, not at all surprising that the public merchandise warehouse has enjoyed such tremendous growth. That growth would be doubled, if not quadrupled, were it possible for the industry in some manner to band together for advertising the economies of the public warehouse, so that the com-

TO the manufacturer Mr. Haring here points out how the public warehouse can be utilized to serve as his branch agency by taking off the agency's shoulders every incongenial task, leaving to the agency only its most important function—which is to "get the orders."

The line of goods that sleeps on the shelf is a drag on profits. As the author points out: "Store shelves should be spring-boards for high jumpers—not hammocks for heavy snoozers." Therefore the test of every business has come to be the quickness with which goods sell—the dispatch with which goods move into the possession of the next owner.

The public warehouse, performing services of varied character as the shipper's branch agency, fits economically into this situation, and the author explains how and why.

This is the seventeenth of Mr. Haring's articles, written for traffic and sales managers, on "Public Warehousing and Economic Distribution." The next will appear in an early issue.

mercial world might learn in a single year what will require ten years to tell by present methods.

The public warehouse has taken over from the agency all the handling and responsibility for the goods, leaving to the sales agency nothing but solicitation of business.

"We can perform," claims one of the leading warehouses, "every function of a branch house, except the selling of the goods, at a fraction of branch-house costs, because you pay only for actual service rendered."

The sentence just quoted is a brief summary of how public warehouses may be utilized by manufacturers who sell direct to their trade, rather than through jobbers, as discussed in the July issue of *Distribution and Warehousing*.

Manufacturers who seek national distribution are thus enabled to enlarge the circle of their trade with assurance that the branch's expense will be in proper ratio to the volume of its business.

For the public warehouse does another thing impossible to the private warehouse—it renders its charges on a unit basis. The cost of handling in and out, trucking and packing, is not an indeterminable item that will not be known until the month's accounts are audited somewhere about the middle of the following month. With the warehouse, charges are billed for each lot of goods at the time it is handled. For each shipment, be it a carton weighing twelve ounces or a carload quantity, the same "advice" that reports the "delivery out of store" gives the manufacturer also every item of cost that goes with it.

These costs may, furthermore, be predetermined. The warehouse quotes them in advance.

The whole effect of storing goods in public warehouses is to make handling costs conform to the identical units that figure in the manufacturing and selling of the particular sort of merchandise.

Goods are sold on a unit basis; they are manufactured on the same basis. Costs and prices are calculated on that basis. Agency storing cannot be thus figured until after the close of the month or the year when all items of expense have been reported; and, accordingly, agency storing fluctuates terribly in *pro rata* costs, the cost per unit varying with the month's volume. The agency's cost per unit is not constant.

The public warehouse quotes its charges, makes its charges and reports them on the same unit basis as the manufacturer uses in the factory and with the trade.

## Release Invested Capital

NOT only does the public warehouse cut costs for ordinary manufacturers. It does more.

The manufacturer makes a certain investment in his agency store-rooms. This may be nothing more than for an office equipment and a 1-ton truck, with simple machinery. More often, that investment is more elaborate either in the form of a long-term lease or in ownership of a building.

The manufacturer who patronizes a public warehouse escapes this investment. His operating costs are less. His "stake at risk" is less to the extent that he saves the investment in some distant city. Or, if a branch warehouse is already owned, it may be sold and the proceeds used to increase the liquid capital of the corporation. What was a "frozen asset" on the balance sheet is converted into that most liquid of all assets: cash. It will earn more for the company "in

## Public Warehousing and Economic Distribution

factory turn-over" than it possibly could while tied up in a distant store-house, where instead of cutting costs it was augmenting them.

"The deadest portion of the balance sheet," remarked a banker of prominence, "is the real estate inventory of the average manufacturing concern. It presents impressive totals, but when I examine the various items and try to evaluate them for a possible liquidation of the concern if it gets into trouble, quite often what is set down at \$150,000 is hardly worth a zero.

"For the factory, nothing can be done. Without factory investment the concern would not be a going concern, but when it comes to a lot of agency investments the prevalent idea is all wrong. It may be all right for corporations rolling in millions to own buildings in forty markets, but when it comes to the ordinary manufacturing concern the case is different. With conditions as they have been for three years, every manufacturer is scratching dirt all the time to show earnings. Most of the time they are just trading dollars, without profits.

"One thing I have learned is to convert their non-manufacturing investments into cash. First of these are their warehouses scattered over the country. It's only the unusual manufacturing concern that can't get along in public storages, and when they begin to sell off their real estate all over the country they cash in on the increment since it was bought. When a corporation begins to deposit drafts for \$50,000, sometimes three times that much, by sale of its branch investments, it's like putting that much fresh money into the business.

"A lot of corporations could avoid issuing preferred stock if they would only learn to clean house."

And, to the thinking of that banker, to "clean house" means to sell off their scattered store-houses.

The same banker told me of a corporation to which he had applied this formula. In February, 1925, it was a heavy borrower—so heavy that officers were asked to give personal indorsement to the company's paper.

The concern's fifteen "branch agencies and agency warehouses" became the point of his criticism, for they carried on the balance sheet a total valuation of \$1,186,000, which was considerably more than the corporation was currently borrowing. Within a year and a half (when he told me of the incident) twelve of the fifteen scattered properties had been disposed of, public warehouse connections made to care for the goods, "and more than \$2,000,000 cash dumped into their treasury."

Favorable sales of property had been made. Some parcels had been owned for twenty years, but had been carried on

the books at cost prices; consequently, when sold at present valuations, the cash received was greater than the book value had been.

The manufacturing company was thus, within eighteen months, enabled to pay off its loans; has now a comfortable cash balance; is no longer a borrower.

All this has been accomplished without selling stock or floating bonds. It has merely been a liquidation of frozen

### A Suggestion to the Warehouseman

IT will repay public storage executives to place these articles by Mr. Haring in the hands of shippers who comprise the present patrons and potential customers of the warehouses.

At only nominal cost reprints are available for distribution to shippers on your list. A line to the business manager, A. K. Murray, will bring you details as to the prices.

Many of your competitors are building business in just that way with these reprinted Haring texts.

assets, without decreasing the corporation's earning power—indeed, its earnings should be better for the reason that warehousing costs will be less. With the exception of two warehouses (New York and Chicago), the other one is now on the market for sale.

### Trucking

IT is not invariably the rule, but it is usual, for agency store-rooms to have a truck; often a small fleet of trucks. Delivery of the goods is so closely intertwined with selling that it is only natural for a shipping department to want one or more vehicles of its own for emergency deliveries.

In addition to direct deliveries, private shipping departments find it at times necessary to use their own trucks to carry goods from the shipping rooms to freight stations, even to truck terminals. This is especially unavoidable in trying to make quick shipments—which often necessitate "last minute connection" with a truck or freight schedule.

"A warehouse to my mind," runs the opinion of one national distributor, "always includes a picture of a center for trucking routes. The storing of our goods is one thing, of course; but, ever since trucking displaced local freight shipments, I think of the warehouse as

a place where every radiating truckman stops regularly. Theoretically, every one of them would come to our own door for goods, but as a matter of fact it's only rare good luck that we do not lose a day's time—either the truck is loaded so as not to take on our goods, or they send a pick-up truck which does the collecting for next day's outbound truck on the regular route.

"Out of Worcester, Mass., we serve seventy or eighty towns. It is hopeless to make store-door deliveries every day all over that territory with our own trucks. Our business is not big enough for trying that. Then we gave a seven-months' try-out to the trucking companies that operate out of the city, with the result, as I have said, that we lost about one day per delivery.

"All those truckmen, however, gathered up most of their loads from the public warehouses of Worcester. If we wanted a last-minute connection, we had to catch the fellow at a warehouse. From that, we reasoned it would be good for us to store with the warehouse and unload the trucking worries. We did. Our truck is gone forever. Our deliveries are turned over to the warehouse, and the goods go via responsible truckmen.

"It was the warehouseman's control of trucking that turned our company to warehouses."

This distributor has discontinued more than twenty of his private warehouses within the two years since a change was made in the Massachusetts city, chiefly because "a warehouse always includes a picture of a center for trucking routes."

### Little Formality Needed

THE manufacturer using a public warehouse for storage has little formality to bear with. One warehouseman, who speaks straight to the point, once told me:

"It is futile to tell our manufacturers how they should run their businesses by dictating to them forms as requisitions on the warehouse. I have often stated to prospective customers that we are his warehouse and shipping department, and that the public warehouse will do whatever a customer wants done, with any form they want to use."

Note that this warehouseman says "We are his warehouse and shipping department." That is the kernel of the whole matter. When goods are received into store, the warehouse notifies the manufacturer with reconciliation of overs and shorts as compared with the factory chop list. The goods are the property of the manufacturer. They may be ordered out of store on any color or shape or wording of form, be it simple or elaborate, provided only that definite instructions are



## Public Warehousing and Economic Distribution

given for shipment and precise description for identifying the goods to be shipped.

In this connection, the so-called "customers' accredited list" comes into play, as was discussed in the June issue of *Distribution and Warehousing*. Whether goods go out on the manufacturer's direct requisition, or to accredited customers on their own application, the warehouse makes immediate report to the manufacturer. He will use, if desired, the manufacturer's form for this purpose; he may use his own form; he is quite likely to use the simplified form. In any case, the report will amount to saying "We have today shipped out of store the following goods from your stock to so-and-so, with charges for handling of so-and-so," plus delivery charges if payable by the manufacturer, with amounts for each delivery.

So far as business forms are concerned, the warehouse justifies its claim to be the manufacturer's "warehouse and shipping department." It demands no more formality than the manufacturer's own clerks. It is apt to report more promptly and more definitely.

### Salesman Free to Sell

THE public warehouse is prepared to perform nearly everything demanded of the factory agency except solicit orders and pass on credits. Goods are received in carloads from the factory, stored, insured, inventoried, prepared for reshipment, stenciled, waybilled, delivered to truck or carrier, report rendered, collections made if desired. All is available at a predetermined cost.

Responsibility protects the owner through every step of these processes—a consideration not to be overlooked when the manufacturer remembers "leaks" and "evaporations" that have slipped through his own organization, not to mention outright thievery.

With a proper warehouse connection, the agency is freed from irksome tasks. The district manager is not torn into two selves every hour, one half of his mind endeavoring to develop volume of new orders while the other half is occupied with alibis for defective deliveries of his own shipping department.

A warehouse frees selling of everything but to sell. When the order is correctly reported to the warehouseman for delivery, the sales organization has no further concern. Two rooms in a convenient office building suffice for the same volume that formerly required a four-story building and twenty shipping employees.

Small wonder that jobbers fear the encroachment of warehouses. With the growing tendency to direct selling of all lines except staples, the old-line wholesaler has certainly been brought to face new conditions. With national advertising aimed at the consumer, the jobber is constantly fighting to hold his own against specialty men and detail men who are duplicating his work. With price maintenance making it almost necessary for the manufacturer to control every stage of distribution from factory to consumer, the independent middleman has lost many of the more attractive commodities.

Into all these efforts to go around the

old-line jobber the public warehouse fits nicely. It enables the manufacturer to store goods in 200 cities as cheaply as in five.

There is no need to have warehouse stocks match sales agencies—stocks may be spotted where distribution is most cheaply effected, while agencies may be allocated where buying customs dictate.

Warehouse stocks may be shifted to accommodate rising and falling demand, to suit the convenience of the factory as protection against strike or disaster, to meet seasonal requirements—to fit any whim or need. With reasonable management, the cost will be no more for storing at 200 centers than at five, whereas the savings in freight and the quickening of deliveries may mount to high totals.

With all this flexibility, no loss comes to the sales organization. Gain only results. For the salesmen are freed of every irritating detail. They may pursue business where it develops, never hamstrung by the need of spending one day a week "checking up the shipping department," and never hampered for dependable delivery.

For the warehouse is an institution. Its work goes on without reference to illness of a chief clerk or the absence of the truck driver, as happens only too frequently with privately operated warehouses and their delivery service.

The public warehouse, in a word, serves the branch agency by taking off the agency's hands every incongenial task, and leaving to the agency nothing but its most important functions—which is to "get the orders."

## "Safety Van", Mounted on Bus Chassis, Used on Long Distance Jobs

By JAMES V. MURRAY

"SAFETY VAN" is painted on the front of a new furniture and household goods moving unit, recently put into service by C. W. Sawyer, of Burlingame, Cal., one of the pioneer warehouse and van men on the Pacific Coast, and a safety van it surely is with all its features to prevent shock to the load and to eliminate danger of capsizing on sharp turns of the road.

Already operating three units, with bodies mounted on truck chassis, in ordering this additional one, Sawyer had it mounted on a bus chassis—and he gains many benefits in making the change.

Mr. Sawyer operates out of Burlingame, hauling loads for long distances

for the wealthy, who migrate from north to the coast resorts in the south in the summer, or to mountain and lake resorts in the interior, and these generally move along with them valuable and fragile articles, as well as heavy furniture.

Looking for features in a chassis that would spell more safety, he bought a Mack bus chassis with a 230½-inch wheelbase, equipped with rubber shock absorbers and Gruse air springs, and mounted on it a special body, representing the latest ideas in furniture van made, according to his own specifications, by the Pacific Body Works.

The van is one of the largest on the Pacific Coast.

The rubber shock-absorbers are really thrust blocks of India rubber which will last the life of the truck, and prevent side-play to some extent. These, together with the pneumatic cord tires, with rears on dual wheels, of large size, 34 x 7 inches, together with the Gruse air springs, give the easiest riding qualities to the equipment that could possibly be achieved.

With the chassis frame relieved of vibration, not only is the motor relieved from continual small shocks, but the irons of the body do not experience rattling and the wooden body itself will have longer life.

And what is more important, the load

(Concluded on page 52)

# Industry Protests Against Broadening of United States Warehouse Act to Include Canned Goods

**A. W. A. Merchandise Division at Chicago Convention Adopts Resolution Opposing Government Plan—Simplified Forms, Terms and Conditions and Promotion of Business Also Discussed at Mid-Summer Town Meeting**

By KENT B. STILES

**W**AREHOUSING held Town Meeting—the mid-summer convention of the merchandise division of the American Warehousemen's Association—at the Edgewater Beach Hotel in Chicago, on July 15 and 16. Instead of having committee reports read and long speeches delivered, the delegates concentrated on discussion of today's problems confronting the commercial branch of the industry.

Forms simplification, the United States Warehouse Act, the contract terms and conditions, and business promotion—these were the chief themes considered by the delegates, who were present from the Atlantic to the Pacific and from the Gulf to the Great Lakes.

It was brought out that the merchandise and cold storage warehousing simplified forms were not being generally used and that the Department of Commerce, which fostered the work of whipping the documents into shape, was far from satisfied with the industry's reaction to them. It was decided at Chicago to have the merchandise and cold storage divisional executive secretaries send out questionnaires to find out why the forms are not being utilized, what the members' objections are, and what suggestions ought to be placed before the Department of Commerce at a further simplification conference which will be held in Washington within a few months.

A resolution was adopted protesting to the Department of Agriculture against any broadening of the

United States Warehouse Act to include canned goods, and possibly other manufactured products, within the scope of that Federal law. It was held that such extension of the Warehouse Act would be harmful to merchandise warehousing, and the legal authority of the Secretary of Agriculture to direct such broadening was questioned.

It transpired that the Department of Commerce was withholding indorsement of the new contract terms and conditions because not a sufficient number of acceptances had been received at Washington from the shippers of the country, and it was voted to request the National Distributors' Association and the National Industrial Traffic League to rescind circulars which those two organizations have sent to their members advising that the sending of acceptances to Washington be withheld for the time being.

Two important books are to be issued by the division shortly. Volume II of "Merchandising Warehousing—An Encyclopedia," is to appear some time in August. Later in the year a divisional membership directory will be published, designed in part to place the industry's story before manufacturers. The directory will be one phase of business promotion, and, in view of its importance, it was the consensus of opinion at the convention that no plans should be laid at present to revive the idea of a national advertising campaign.

The highlights of the Chicago Town Meeting follow:

## Review of Activities

**O**PENING the convention, J. Edgar Lee, Chicago, president of the merchandise division, commented that men were present from all sections of the country—from Boston to San Francisco and from Dallas and New Orleans to the Twin Cities and Chicago—and remarked that the meeting was "a continuation" of the conventions of the old Central Warehousemen's Club, which was merged several years ago with the American.

Mr. Lee reviewed the division's activity in endeavoring to have the same subjects discussed at regional, State and local meetings in various parts of the



Some A. W. A. delegates goin' to Town Meetin'

country in recent months, in part through the American being represented at such meetings by Wilson V. Little, Chicago, the division's executive secretary; George A. Rhame, Minneapolis, assistant executive secretary; Chester B. Carruth, Chicago, actuary, or by Mr. Lee himself. These four had traveled some 20,000 miles, he said, in carrying on this educational and propaganda effort, which he believed was doing more good for the industry than any other one medium.

Merchandise warehousemen in the North Atlantic States were planning to hold a regional meeting, in New York or Boston or between, probably in Sep-

tember, Mr. Lee announced, and those in the Middle Atlantic States were considering holding a similar meeting later.

Reviewing the division's activities since the convention last December, including the retainment of Mr. Little as executive secretary, Mr. Lee said publication of the proposed directory would be delayed until later this year; that Volume II of the Encyclopedia would appear shortly; that the Transportation Committee, headed by J. P. Feuling, St. Paul, was watching the Interstate Commerce Commission's rate structure inquiry, and that the Port and Port Terminals Committee, headed by Samuel G. Spear, Boston, was keeping in touch with the commission's investigation of terminal charges at North Atlantic ports. The Membership Committee, headed by Clarence A. Ullman, Peoria, Ill., had a new plan for building memberships, Mr. Lee said, and the division's membership had been increased by sixty since December.

The division's budget was \$32,000 for the year, Mr. Lee announced, and \$24,000 of this already had been received in dues, indicating that the members were alive to the work in hand. He commented that several years ago, when the American had three divisions—merchandise, cold storage and household goods, instead of only merchandise and cold storage—the whole association's yearly budget amounted to not more than \$16,000, or half the merchandise division's budget today.

Talking on members' relations with the executive secretary's office, Mr. Little urged promotion of the division's projects and activities, through local association committee work, as part of members' duty.

#### Forms Discussed

THE simplified forms, approved by the A. W. A. and by the Department of Commerce, were discussed, led by Sidney A. Smith, Chicago. It was brought out that the Department of Commerce had become discouraged because so few warehousemen were placing these forms in use. Mr. Smith said that up to the present time only a comparatively small number of the association's members had adopted them. Mr. Lee said they must be more widely used if the support of the Department of Commerce was to be continued.

Considering, first, the standard warehouse receipt, Mr. Smith asked the delegates to voice any objections they had as to color, size, text, etc. A number of criticisms were made and these were discussed. It was brought out that a number of warehousemen were so ignorant regarding the purpose of the negotiable receipt that they were using it in both merchandise and household goods storage.

The general sense of the meeting appeared to be that the members desired to use the receipt in so far as practical, in its present form, with refinements to be worked out in time. On motion by William I. Ford, Dallas, the convention voted unanimously to pledge those pres-

ent to use the warehouse receipt, and the Department of Commerce will be notified to that effect.

Commenting on the situation, Gardner Poole, Boston, the association's general president, said the Department of Commerce gravely questioned whether the receipt and the other simplified forms were actually being accepted as standard. In September or October, he announced, R. M. Hudson, chief of the Division of Simplified Practice of the Department of Commerce, would call another conference and would ask to what extent the American's members were using the forms. "We've got to present a solid front on at least some of these forms," Mr. Poole said. The department did not insist, he explained, that the warehousemen should scrap all their present supplies of forms, as that would be waste, but he said the essence of time would take care of that, with the new forms to supplant the present ones in the future.

Mr. Poole at this point alluded to the conferences which the Massachusetts Warehousemen's Association has been holding with New England bankers at joint meetings. The bankers had become so interested in warehousing, he said, that committees representing the two industries had been appointed to work out cooperative arrangements to prevent violations of law. Mr. Poole urged all local associations to carry on similar work throughout the country, declaring it would result in improvement from the educational viewpoint in connection with the use of the warehouse receipt.

In the same connection Mr. Ford suggested that warehousing be represented by spokesmen at meetings of the American Institute of Bankers, whose members, he said, were "tomorrow's bankers." Mr. Poole indorsed the idea.

The simplified over, short and damage report was discussed, and one or two objections to the phraseology were made. These will be placed before the Central Bureau Committee, headed by T. E. Witters, Baltimore, which in turn will place them before the Department of Commerce for presentation to the various interested groups.

Discussion of the simplified rate quotation form showed that none of the delegates present was using it. Some believed it was not practical, and others made objections varying in character. Mr. Spear urged the convention to say it approved the form with the understanding that the association's members should use it as it might suit their business convenience and requirements.

It was decided that it would occupy too much of the convention's time to discuss the various forms in detail, and that the divisional executive secretaries—Mr. Little of the merchandise and Ralph C. Stokell, Chicago, of the cold-storage division—should send their respective members questionnaires designed to bring in information as to objections, requested refinements, perfections, etc., so that the Department of Commerce might be given an idea of the situation and suggestions as to which

forms, if any, were not considered practical.

#### U. S. Warehouse Act

"EXTENSION of the United States Warehouse Act to Canned Goods and Other Manufactured Products" was discussed, led by Elmer Erickson, Chicago, who asked for an expression of sentiment as to whether merchandise warehousing should oppose the proposed plan of the Department of Agriculture so to broaden the scope of the United States Warehouse Act.

Mr. Erickson said he had written to Washington to find out whether all warehousemen who store canned goods were to be included within the scope of the act, and had received a reply to the effect that such warehouses might well fit within the scope. Mr. Erickson said he had found divided opinion among warehousemen as to whether it was desirable for the act to be extended to include canned goods, and that it was his personal opinion that the Uniform Warehouse Receipt Act adequately covered the situation; that the Warehouse Act was designed principally to help the farmers and was never intended by its framers to include manufactured goods. The receipt Act gave ample protection in relation to borrowing on goods as collateral, he declared.

Philip Godley, Philadelphia, said he had interviewed H. S. Yohe, in charge of administering the United States Warehouse Act, and had told him that the law gave the Department of Agriculture no authority to include canned goods, and that Mr. Yohe had replied that discretion as to the scope of the law rested with the Secretary of Agriculture. Mr. Godley said he later wrote his views to Mr. Yohe, and that the latter replied that he was not yet committed to the broadening plan, but was considering it merely.

Many warehousemen opposed the plan in principle, Mr. Godley declared, on the theory that adoption of the broadening scheme would be "virtually telling the world" that the Uniform Warehouse Receipt Act was inferior to the United States Warehouse Act receipt. The entire spirit of the Warehouse Act was agricultural, he contended, and was not designed to embrace canned goods. For canned goods and manufactured goods the Receipt Act receipt was satisfactory as collateral, he said. Mr. Godley then introduced a resolution, which the convention adopted unanimously. It reads:

"Whereas, the U. S. Department of Agriculture, in a recent 'Release for Publication,' did put forth a circular statement that in effect is propaganda advocating the Federal Warehouse Act be extended to cover canned good (if fruits and vegetables); and

"Whereas, the entire spirit, intent and language of the Federal Warehouse Act is to promote and benefit the interests of the producer of agricultural products, and for the warehousing of same as raw materials, and before ownership or control of same has passed from the producer; and

"Whereas, the Federal Warehouse Act



contains no suggestion that agricultural products transformed by manufacture or process into condition for use by the consumer is authorized; and

"Whereas, the uniform warehouse receipt, in the formation and construction of which the American Bankers Association were participants, and having been enacted in 44 States, offers to the patrons of warehouses a form of collateral security recognized as satisfactory for merchandise loans and acceptable for rediscounting in Federal Reserve Banks;

"Therefore, be it resolved, that the merchandise division of the American Warehousemen's Association in convention assembled do protest that the U. S. Department of Agriculture is in error, and its bureau without authority of law in advocating extension of the Federal Warehouse Act to canned or other manufactured goods; and it is hereby further

"Resolved, that the department circular of Jan. 27, 1926, in that it claims superior credit for its form of warehouse receipt does thereby do great injury to the warehouse industry in which hundreds of millions of dollars of capital are invested by our membership, and we protest that the government should not in any way propose to imperil the interests of such accumulated investments of its citizens.

"Resolved, that the executive officers of this association be and are hereby instructed to forward a copy of these resolutions to the United States Secretary of Agriculture."

#### Statistics

THE subject "Statistical Data for the Merchandise Warehousing Industry" was led by Mr. Little, who presented for consideration a proposed questionnaire, or report form, for collecting statistics monthly from all the division's members, regarding gross area, space occupied, receipts and deliveries. Such data, Mr. Little said, would give the government and the Chamber of Commerce of the United States some conception as to the industry's importance in the business world. He recalled that the assembling of statistics such as these had been suggested by Mortimer B. Lane, of the Bureau of Census, the Department of Commerce, at the A. W. A. convention in Washington, D. C., last December—a talk which Mr. Little said created a favorable impression at the time.

Mr. Little alluded to the value of statistics in the various leading industries—steel, automotive, etc.—explaining that they were compiled by those industries much in the way that the merchandise division's officers hoped to assemble warehousing data.

The proposed report forms, when filled in by the members, would be sent either to the association's Chicago officers or to the Department of Commerce in Washington, a detail yet to be arranged, though he believed the department would be prepared to handle them and to make deductions indicating trends.

Mr. Little explained the purposes of some of the queries in the suggested

report form. Nos. 6, 7 and 8 deal with total occupiable space, total gross space leased to tenants, and total gross space operated as warehousemen. Taking such assembled information by location, he said, it would be possible to find out the amount of space per unit of population in each locality for taking care of manufacturers' needs in those markets, together with the trends in space leased and space operated for warehousing purposes.

Information on query No. 9—"space actually occupied by merchandise at end of month"—would serve as an answer to the familiar question, "How's business?" and on a national basis, he said.

Nos. 11, 12 and 13 have to do with less than carload lots going into storage, divided into tonnage from out of town and tonnage from local customers. Such information, Mr. Little pointed out, would indicate the trend of L. C. L. as compared with C. L. receipts.

Nos. 14, 15, 16 and 17 have to do with incoming C. L. lots for "immediate distribution," pool cars, etc., divided into L. C. L. taken into storage, L. C. L. delivered to local firms and L. C. L. shipments made out of town. Such figures would give an indication of the value of pool car distribution and whether such distribution was decreasing or increasing, he explained.

Nos. 18 to 22 have to do with deliveries from storage—C. L. and L. C. L. both out of town and to local firms.

By comparing receipts and deliveries, Mr. Little said, warehousemen would have an idea as to the number of tons of merchandise being carried in stock, thus indicating the importance, in actual figures of tons, of the warehouse business in the commercial world.

"Are we as a division going to undertake the job?" Mr. Little asked.

Discussion developed opinions that the warehousemen individually would find that the compiling of such statistics would serve as trial balances and would indicate the class of business they were getting and whether it was revenue-producing.

It was brought out further that such figures should indicate to financial interests, intending to enter warehousing, where the industry was already overbuilt in given localities and might serve as a deterrent influence against not-needed expansion.

Criticism was expressed that the proposed report form went into too much detail—so much so that only a relatively small number of the members might be expected to send in monthly replies regularly. It was felt that a shorter report form would be likely to bring better results, as a starter. Accordingly it was decided to boil down the report form which Mr. Little had presented tentatively for consideration. In its final shape the form will be about as follows:

1. Name of warehouse operation.
2. Address (street and number, city, State).
3. Name of officer making report.
4. Number of warehouses included in the report.
5. Total gross floor space, square feet, for storage purposes.
- 5-A. Total

occupiable space, square feet. 5-B. Total gross floor space, square feet, leased to tenants. 5-C. Total gross floor space, square feet, operated as warehouseman. 6. Space, square feet, actually occupied by merchandise at end of month. 7. Total tonnage of merchandise inbound during month. 8. Total tonnage of merchandise outbound during month.

A majority of the delegates present promised to return the forms regularly. It was stated that the plan would be submitted to the various State and local associations.

The history and present activities of *The Merchandise Warehouseman*, the division's official monthly publication, were reviewed by Mr. Rhame, the magazine's business manager, and there was discussion as to how its contents might be improved through various features.

#### Terms and Conditions

DISCUSSION of the contract terms and conditions was led by James Brown, Baltimore. It will be recalled in this connection that at a conference of representatives of shippers, railways, bankers and warehousemen at Washington, on April 30, under the auspices of the Department of Commerce, the new terms and conditions were approved, and subsequently the Department sent acceptance blanks to individuals in all groups, asking that the blanks be filled in and returned by those willing to place the terms and conditions in use.

It was brought out at the Chicago convention that circulars had been distributed by the National Distributors' Association and the National Industrial Traffic League urging shippers not to sign the Department of Commerce acceptance blank until further notice—and that apparently the "further notice" was dependent on the recommendation of one man, E. C. Delgado, traffic manager of the Federal Match Corp., Philadelphia, who represented both the N. D. A. and the N. I. T. L. at the Washington conference.

Opinion was expressed that Mr. Delgado's attitude toward the terms and conditions was not truly representative of the opinions of shippers, and that great injury had been done to the plans for standardization through the circulars sent out, presumably at Mr. Delgado's behest, by the N. D. A. and the N. I. T. L. Mr. Brown suggested that Mr. Poole take the situation up personally with the presidents of the two traffic organizations with a view to having the circulars withdrawn.

A telegram from Alexander B. Dye, of the Department of Commerce, said that acceptances were still coming in but that the Department was deferring action of giving its indorsement to the terms and conditions until further acceptances had come from shippers.

It was announced that of 407 acceptance blanks sent to A. W. A. members, 207, or more than 50 per cent, had been returned, approving the terms and conditions.

Mr. Poole said he would cooperate with the association's Central Bureau

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committee in bringing the situation to the attention of the N. D. A. and the N. I. T. L.

#### Encyclopedia—Regulation

THE A. W. A. Encyclopedia was next considered, discussion being led by Mr. Spear, who said that Vol. II, containing reference to further commodities, and other text, would soon be printed and the price fixed. Mr. Spear said the Central Bureau committee's pool car inquiry was continuing but that he had nothing to report as yet. He urged broader use of the Encyclopedia as a medium for keeping rates consistent and making more money.

The second volume, to be ready some time in August, will contain 144 pages, a key to the floor load rating system in Vol. I, classification of 256 more commodities, the new standard contract terms and conditions, specimen copies of the uniform warehouse receipt, and an index covering both volumes.

The next question discussed was "To What Extent Should the A. W. A. and the Division Participate in Prospective Legislation re Interstate Motor Vehicle Operation?" Mr. Lee said this subject was becoming important to merchandise warehousemen. Discussion developed opinion that the merchandise branch of the industry was directly affected because so many of its members operated delivery equipment.

Mr. Ford moved that a committee of five be appointed to cooperate with the National Furniture Warehousemen's Association's special national legislation committee in presenting warehousing's position at the Interstate Commerce Commission hearings scheduled to begin in Chicago on July 27 and to be held in twelve other cities, concluding in Washington in September. The motion was adopted, with a few dissenting votes.

#### Looking Ahead

"PRESENT Tendencies in the Industry—and Its Future" was considered, discussion being led by George Hamley, Minneapolis, who believed that the industry generally was not progressing satisfactorily in the matter of association work. Warehousing had been going through a depression, he pointed out, and during it the real character of the storage executive had been brought out—commercial cowardice had been shown, with some men fearing to meet conditions face to face and do business on a sound basis. Consequently the industry was in some communities on an unhealthy basis, he declared.

Sharp practices were breeding distrust, envy, malice, and a desire to retaliate, Mr. Hamley asserted, and to get anywhere it was necessary for the warehousemen to get together and discuss only the more important things and make competitors do business in a legitimate way when times were tough.

During the past two years there had been an improvement in conditions, Mr. Hamley continued, and this year the in-

dustry was looking forward to even better business as a whole. But if warehousemen were going to make any money they must start talking rates again, calling into conference "some of the fellows who've lost courage," and thus rebuilding.

Rates and business promotion were the two most important things now confronting the association, Mr. Hamley believed. He said the surface of new business had as yet not been scratched, as compared with conditions as would exist fifty years hence, and it was time warehousemen thought of branching out and building the industry. He urged co-operation with competitors—to educate them on the evil of taking others' business.

The one way to bring the industry to its past high levels and get down to safe and sane ways of doing business, Mr. Hamley said, was to keep up association work, supporting the leaders and giving them new ideas, as association work was "the one healthy strain that runs through the recent history of the business."

On this same subject Roy C. Griswold, Chicago, likened warehousing somewhat to conditions set down in a recent book, "With Lawrence in Arabia," in which is told how the Arabs were once accustomed to stealing one another's camels and goats. Warehousemen, instead of stealing one another's business, he said, should build—as have the Arabs—an independent kingdom—by going after new business.

#### Pool Cars—Business Promotion

"POOL Car Distribution" discussion was led by Mr. Griswold, who said he was not encouraging it but was trying to convert shippers to carry spot stocks. As to what should be a proper rate, he advocated, per 100 pounds, a charge of 20 per cent above the handling rate, to include 48 hours of free storage for delivery, on straight pool cars where there was not assortment. He urged warehousemen to develop new prospects not now using warehouses.

This subject dovetailed into another program topic—"Business Promotion—Publicity by the Division." Mr. Lee said it was time to find out whether there was any sentiment in favor of a national publicity campaign.

The previous effort along this line had failed because of lack of interest and financial support, Mr. Little told the delegates in answer to a question.

Mr. Griswold, speaking as chairman of the publicity committee, said he believed that a poll among the approximately 500 members would show that they were spending a million dollars annually for solicitation. But the industry had not yet reached the point where it could raise that amount for selling the industry to the public, he declared, adding that the warehousemen must educate themselves to setting aside \$50 or \$100 a year for that purpose.

Mr. Griswold told about the publicity effort recently made by Chicago ware-

housemen on behalf of that city as a distribution center. The Chicago men contributed \$50 to \$60 each and 8000 copies of a pamphlet were sent broadcast. The sponsors might not see the concrete results, he said, but he believed it was worth many times what the effort cost. If the members of the division would donate collectively \$50,000 to \$60,000 a year, he declared, business of shippers not now using warehouses would be attracted.

Mr. Lee said he thought this subject was of vital interest, and he urged the members to think it over with a view to further discussion or possibly the presentation of a concrete plan at the next annual convention.

Discussing the division's proposed membership directory, Mr. Little said it was felt that the directory constituted a more economical plan for getting the industry's story before the shippers than by advertising in national publications.

He commented that it might some day be the function of the division's Chicago office to develop a publicity bureau to tell warehousing's story to various industries one by one.

Mr. Hamley suggested that it would be "a splendid plan" to have articles, written by men in the warehouse business, sent out with copies of the directory to shippers.

The consensus of opinion appeared to be in sympathy with a suggestion by Mr. Erickson that plans for national advertising be abandoned at this time.

#### Free Storage

THE problem "What Can Be Done to Combat Free Storage at Lake Ports by Boat Lines?" was taken up. In this connection Mr. Little read a telegram from Harvey C. Miller, Philadelphia, urging the association to take some action to try to stop railroad free storage at eastern and western Great Lakes ports. Mr. Miller suggested the appointment of a committee to place warehousing's position before the carriers, before the Association of Railroad Presidents, and, if necessary, before the Interstate Commerce Commission.

Discussion of the boat line free storage developed that warehousing was being injured in this way at Milwaukee, Duluth and Chicago. Mr. Spear said the practice was hurting the industry along the Atlantic seaboard, also, but that the problem was a difficult one to attack inasmuch as boat line rates were not supervised by the I. C. C. He said the ports and port terminals committee, of which he is chairman, would try to do something. It was decided to leave the situation to that committee.

There was discussion as to where the next annual convention of the A. W. A. would be held, and indications were that it would be somewhere in the Middle West, with Kansas City as a strong probability.

On one of the convention days the delegates and their ladies were guests of the Illinois Association of Warehousemen at a luncheon in the hotel.



# New Business for Warehouses

IX

## Radio Equipment and Accessories Are Now a Potential Field

**R**ADIO offers the public warehouseman a chance for new business—business that did not exist two years ago and only to a limited extent one year ago.

Two things have kept apart the radio manufacturer and the warehouseman. First of these has been the highly seasonal nature of the whole radio industry.

Radio is essentially a form of indoor entertainment, whereas the whole tendency of modern living is to be outdoors for more and more weeks of the year. To this end the motor car is a standing temptation, with "daylight saving" as a goad to compel spending the evenings under skies rather than roofs. "From Columbus Day to St. Patrick's," in the words of one of the country's most successful retailers of radio, "is the season"—which means that for five months radio retailing booms and that for seven months it is almost as quiet as a strawberry farm is for ten-twelfths of the year.

The second ailment of radio that has prevented warehousing the product lies in the instability of radio making.

"Models" have been so "revolutionary" that each new design has rendered obsolete the previous models of the same maker, with the result that manufacturing has been held in check, like the making of women's wear, until the very last possible week before the

next season opens. Manufacturers have been so fearful that a rival might slip by with an improvement that such a thing as manufacturing in anticipation of demand has hardly existed.

From Oct. 1 to about the end of January, four months, the radio manufacturer has fought to fill his orders, with, possibly, a half-month before and following this period. Then for seven months, from the middle of February to mid-September, the factories have largely been idle.

Under conditions of this sort the manufacturer has had nothing to warehouse except obsolete goods and out-of-date models, both of which in the radio trade have come to be known as "radio over-stocks," a phrase that has come to have an evil significance in that trade for the reason that "over-stocks" are only too often factory seconds or models that have failed to perform with satisfaction.

Not until 1926, therefore, has radio had much for the warehouseman. Exceptions there have been, of course, but they have been so few and the quantities in store so small as not to interest the ordinary warehouseman. With, however, the summer of 1926, radio conditions have begun to change in the direction of stabilization; and, with this altered situation, the radio manufacturer and the warehouseman will begin to do business together.

**R**ADIO making, until the present time, has been a helter-skelter business. Radio has developed so rapidly since 1921 that, for three of its five seasons, buyers have been almost crazy in their eagerness to purchase anything called a "set." Hilarious years were those of 1922, 1923 and 1924 for all the self-styled "radio manufacturers."

These amateurish manufacturers, who made anywhere from 1000 to 2000 sets a year, have come to be known as the "no-name radio makers." Their number has been endless. Tens of thousands of them made up assembled sets in kitchen or cellar or garage, to be sold to less clever friends, the work being done evenings and Sundays; others, more pretentiously, hung out a sign with high-sounding name, and employed help to turn out their product.

As one illustration of the very great extent of this business may be cited

### Opportunity Is Knocking

**D**EVELOPMENTS in the radio business, and changes in the merchandising policies of manufacturers of and dealers in this line of goods, combine to present a new opportunity to the warehouseman in search of fresh accounts.

Why this is so is here pointed out. The distributor of radio equipment and accessories is beginning to ask: "Where can I put them?"

"That question," says the author of the accompanying text, "ought to be answered by the warehouseman, and he ought to answer it so quickly that the radio jobber will have no opportunity to build for himself or to lease storage space. The distributor ought easily to be persuaded of the economy of going to the public warehouse."

the fact that machines are manufactured for stenciling the maker's name on the panel of sets so that a so-called "radio maker," by possessing one of these machines, can change the name of his corporation or the fancy name of his product "over night." These machines are even operated by manufacturers of parts (or dealers) on a royalty basis or a per unit charge per panel, to the end that the amateur manufacturer need not even invest in a machine.

Radio development, however, during 1925 and 1926 is throttling off the opportunity for amateurs. Not to specify all the trends, it may suffice to mention "simplified control," which introduces some most bothersome manufacturing problems; or the advent of multi-stage radio frequency with the shielded construction. These elements—not to mention several others—will more and more render it difficult, if not impossible, for the new-



# NEW BUSINESS FOR WAREHOUSES

comer without capital to market even 100 sets at a profit.

Radio manufacturing is fast becoming a machine-job proposition, as distinguished from a simple assembly of purchased parts, as it has been until the present year. The needed outlay for machine tools, likewise for small tools and jigs, will make it prohibitive for anyone without appreciable capital and without experience in factory management, to attain even a modest position in the radio field.

## *The Age of Authorization*

DEALER policies, too, have changed. Demand has been so great, these years, that the dealer could sell almost anything with radio to its name. A dozen makes, or two dozen, would be handled by a single dealer.

With the disappearance of the "no-namers," some twenty manufacturers have come to the front as the ones who will survive. These companies will make the radio of the future. With their "authorized dealer" franchise, and with their "service station" authority, these manufacturers have begun to hand-pick their dealers, and the dealer, in his turn, instead of representing a dozen makes, is fortunate if he can control three or four of the reputable and desirable accounts.

This concentration of selling effort on three or four makes will hit hard the "no-namers," because the dealer can make greater profits selling established, guaranteed and well-advertised makes.

This changed dealer attitude will promote standardization in radio quite as much as the newer manufacturing policies. The total result is that radio enters the autumn of 1926 under quite different conditions from those of a year ago. So greatly improved are the prospects that the more important manufacturers have felt warranted in going forward with their manufacturing during the summer; or, to quote one of the foremost of them, "At last radio can make up goods and warehouse them as others do."

## *Loaning Credit*

ANOTHER thing has happened to radio that helps the warehouseman. The finance companies have worked out plans whereby they will re-discount radio time-payment paper.

A few makes but not all, by any means, have become so well established and so well advertised that the finance corporations are willing to give them a loaning credit.

Heretofore the radio jobber or distributor has found difficulty in borrowing against his stock in trade, as also has the local retailer. Radio had been so unsettled that values were highly uncertain. Banks hesitated to loan on a carload of radio sets, when tomorrow's paper might announce a price-slashing that would cut off a half of the value merely because some "new model" had changed the status of the jobber's goods from "new merchandise of sound value" into a "radio overstock" of highly questionable worth.

Now, however, that the discount companies are willing to accept certain makes of radio as "good collateral," radio sets in storage have become bankable merchandise. An interesting item on the radio sales conventions of April and May, for one manufacturer after another, was that part of the program where distributors were shown how to borrow on stocks.

For the warehouseman, the importance is clear. Radio distributors, beginning with 1926, will order goods in advance. The chance of merchandise becoming obsolete, or of the price taking a drop, is becoming less and less because radio selling and radio making are approaching a better basis.

So long as these carloads of merchandise remain in the jobber's possession, their value for bank loans is more a matter of the jobber's credit than of the value of the goods; but, in the familiar manner, the moment these same goods are housed with a public warehouseman they become a segregated lot of goods of known value which may be pledged definitely and concretely for a loan, lodged with a disinterested third party, as bailee, who is directly amenable to the bank and not to the jobber.

## *Enter: Opportunity*

ANOTHER most decided trend of radio will inure to benefit the warehouses. The familiar "table size" radio set is fast giving way to cabinet and console and high-boy and similar types. For two years, the plain set "in a box" has been yielding to "furniture appeal" types.

Cabinets are larger. They require more space to store—from six to ten times that which the plain set demanded. A carload of plain sets was a big order for the distributor; but a carload of cabinet sets does not represent even a big day's business. Orders for twenty or twenty-five carloads of the cabinet types are everyday matters, but at once the distributor faces the question, "Where can I put them?"

That question ought to be answered by the warehouseman, and he ought to answer it so quickly that the radio jobber will have no opportunity to build for himself or to lease storage space.

With the certainty that he will want his private storage for only five or six months, and the equal certainty that it will lie absolutely empty for the following seven or six months, the distributor ought easily to be persuaded of the economy of going to the public warehouse.

## *Accessories, Too*

DO not, moreover, overlook radio accessories. Receiving sets and cabinets are of course the bulky items as well as the principal ones in radio selling. They are not the only "radio" articles, by any means.

Loud speakers are bulky. A few makes have self-included speakers, but these amount to a small proportion of all radio sets on the market. Ordinarily, for every radio a speaker is sold. With the new merchandising scheme of the manufacturers, speakers may even outnumber sets, for the dealers are now urging owners to install a speaker at two or three points in the home; one manufacturer even is urging a policy of "radio homes" wherein speakers are so distributed over the house that "whatever is on the air" may be heard from kitchen to bedroom.

Other accessories are batteries, hydrometers, lightning arrestors, various types of electrical testing apparatus, eliminators, tubes, etc. Dry batteries are shipped in carloads, and are best warehoused in cold storage, thus offering an opening for the cold storage department to share in radio business. Tubes are important—they amount in dollars to some thirty per cent of the hundreds of millions of dollars annually spent for radio.

# Household Goods Warehousing in the United States\*

By CLARENCE A. ASPINWALL,  
President Security Storage Co., Washington, D. C.

## Chapter IX

### Taking Orders

THE estimator and those who take orders are the salesmen of the depository. Much of the success of the business is in their hands. Upon a complete understanding and acceptance by the customer of the conditions prevailing and to prevail in reference to the storage or handling of goods depends the smoothness of future relations with that customer. When a customer finds that he cannot do what he wants to do and when he wants, or an unexpected charge is made, or that he is liable for a loss or part of it which he had thought he would be compensated for, he will be vexed and perhaps "fighting mad." The warehouseman should forestall that possible vexation or anger by making every effort to bring to his customer's attention at the beginning and from time to time thereafter, the conditions on which he receives and handles goods.

Much of the criticism of household goods warehousemen has grown out of a lack of entire frankness of estimators and order takers who fear to lose an order by telling the prospective customer "the truth, the whole truth and nothing but the truth," about charges and conditions.

One of the large depositories has covered the subject of taking orders rather fully in its instructions to employees, which is quoted herewith. With modification to suit individual requirements these instructions might be used by any depository. The instructions:

"When a customer gives an order and we accept it whether for moving, packing, storing or whatever, a contract or agreement is entered into between the two parties. In order that there may be no future disagreement or dispute over the transaction two things are necessary.

"First, that the minds of the two parties to the agreement shall meet.

"Second, a record of the agreement that shall prevent any misunderstanding of it in the future through failure of memory, or any willful misinterpretation of it.

"To accomplish the first it is only necessary that sufficient care be taken on our part to see that the prospective customer understands the condition we impose, the limitations of our liability, etc. Therefore, take plenty of time at the beginning of a customer's relations with us as it will save time and money, also, later.

"Do not be vague. If you are not sure, say so, or try to find out. Do not make promises easily, and only when you are sure the organization can fulfill them.

"To accomplish the second, it is necessary that written records be made, and in order that no possibility of misunderstanding exist the customer should sign. Hence the declaration of value form (see page 33) which contains conditions on back, should be signed by each new storage customer. All orders for delivery, shipping, etc., should be signed by customer or agent.

"It is desirable to have all new customers come to the office so that we can talk to them at leisure, explain conditions fully and show them our facilities. In answering inquiries by telephone or mail this should be remembered and effort made to induce a visit here. When here take time to show the inquirer

the plant. The actual sight of the clean, secure, well-kept, and well-guarded depository and the goods packed and being packed in the packing room is the most potent advertisement or argument we have. The appearance of our office and the office personnel adds no little to the impression made on customers and prospective customers.

"Inasmuch as the order forms go through the superintendent to the man who is to execute the order, it is necessary that separate orders be made out for goods coming to or going from storage, cold storage, and for vaults, for packing, and for each separate hauling.

"All Storage Orders: Get signatures and addresses on signature cards.

"Find out if the customer has an account on the books already. If so, have the goods deposited in the same name or names unless instructed to the contrary, and see that the order is made out in such name or names as the existing account.

"General Storage Orders—In: If Given in Person—Secure name or names of bailors. Get first name in full and where there is chance for confusion get full name. Future mailing address. Signature or signatures.

"The above should be in writing.

"Room or open storage?

"Piano, approximate amount of goods, silver to vault, rugs, etc., to cold storage?

"Anything to be packed?

"Hand to customer: (folders) 'Read Carefully,' 'Price List,' and declaration of value form. The latter to be filled in, signed and filed with us.

"If order is taken by mail or telephone, confirm by letter, form-letter 'C. O.,' and send signature card and above documents.

"Please acquire the habit of asking customers when taking orders for storage if the value of any piece is over \$50, and tell them the additional charge is \$.05 for each \$50 added value.

"In reference to storage of automobiles for private owners, ask the owner or his representative about the batteries and advise that these be extra-charged before putting in storage. If this is done the batteries will stand all right for two to four months. At the expiration of four months, the batteries ought to be taken out and recharged.

"If authorized to do so, we can have this attended to at no expense for our labor, but charging what we have to pay the battery company for recharging—usually \$.75.

"If authorized by owner to attend to this, make an order out to that effect.

"Storage—Out: Let the customer or agent sign orders for delivery of goods from storage.

"Attach inventories to orders.

"Use the backs of warehouse receipts for order when possible and for partial deliveries the order-forms in tablets. (See illustration page 34.) Partial deliveries, consult ledger account first. Get O. K. of an officer before delivery if account is in arrears, or amount owed large in proportion to the collateral.

\*Copyright, 1925, by the author.

**"Declaration of Value" Form****Obverse**

.....192.....

.....  
This will confirm the order given by.....  
to.....

Please note that the liability of this Company for loss or damage arising from causes for which it would be liable is limited to not more than \$50 on any piece or package and its contents, unless a higher value is declared and a higher rate paid.

Should you have among your goods any article or articles of higher value the Company should be notified and the value will be noted opposite the article on the warehouse receipt and liability to the extent of such declared valuation will be imposed on the Company. The additional charge will be 1/10 per cent monthly, i.e., 5 cents on each \$50, and a like additional charge for cartage.

The terms and conditions on which goods are received for storage are shown on the reverse side hereof, and these terms and conditions will apply to any goods hereinafter stored for this account. On the enclosed signature card please return to us your signature or signatures.

BLANK STORAGE COMPANY,  
By.....

"Collect warehouse receipts, if possible.

"See that bill is paid. Only when absolutely necessary, have drivers collect bill. This should be done in the office.

"Ask if packer is desired to unpack the goods.

"Inquire about transfer of insurance.

"Shipping by Freight, Express or Motor Van:

"Have shipping order signed.

"There should be a few exceptions to the rule that all charges should be collected before delivery, and in these cases have signed the promise to pay in ten days:

"I hereby promise and agree to pay within ten days of its receipt the bill of the Blank Storage Company for storage, packing, transportation and insurance charges, etc., without any deductions of any kind.

"(Signed).....

"Make use of the expedient of collection by draft through correspondents as seldom as possible. Rather, estimate enough to cover cost and collect this, settling difference when account is rendered. If customer is unwilling to do this, at least collect a fair sized deposit.

"Ship in care of a reliable warehouse correspondent wherever we have gone.

"Make it clear that we are responsible (up to the limit of \$50 on any piece or package) only for our work. That we do not in any way guarantee safe delivery and that when we have delivered the goods to the carrier and received a good-order receipt, our responsibility ends. Do not evade this or gloss it over.

"In regard to the amount of packing and cost of packing when this matter is under discussion, Circulars 21-a and 22-c will help to explain the variations in cost:

"(21-a) We are making every effort to reduce the cost of our packing without reducing the protection to the goods packed.

"The cost of packing is made of two items, material and labor. We are not willing to use a poorer or cheaper quality of material, because we have found the kinds of lumber, excelsior, paper, etc., we use are the most economical in the end.

"For instance, lumber: we could buy and use a much cheaper grade of lumber than white pine, which would give equally good protection to the goods, but being heavier it would take more time of the packers to saw and nail and the extra weight would add considerably to the freight costs. Excelsior pads, too, could be supplied at a slightly less cost, but they will not give the same protection and there is an increased risk of pad impressions because the paper is thin and one thickness only.

"But if we cannot or should not reduce the quality of material, it may be possible to reduce the quantity used, and it is along these lines we are experimenting and seeking information.

"Padding a little less thoroughly, crating a little less closely, and omitting crating altogether on strong, substantial pieces, will materially lessen the cost of packing. The increased risk of damage will be very slight and recovery for

**Reverse**

.....192.....

**BLANK STORAGE COMPANY:**

Among the goods recently sent to your depository the following articles are valued at more than \$50. I understand that an additional monthly storage charge of 5 cents on each \$50 of valuation in excess of \$50, or fractions thereof, will be charged on each piece valued at more than \$50, and/or a like additional charge for cartage.

.....	\$.....	\$.....
.....	\$.....	\$.....
.....	\$.....	\$.....
.....	\$.....	\$.....
.....	\$.....	\$.....

Mailing address until further notice will be:

P.T.O. Sign here.....  
Conditions on which goods will be received for storage by the Blank Storage Co.:

The value of each piece or package and the contents thereof is declared by the deposit to be not over \$50 unless a higher value is noted in the schedule for which an additional monthly storage charge of 1/10 of 1 per cent of the value over \$50 will be made; the Company is not responsible for damages by moth, rust, fire or deterioration by time, nor for damage to fragile articles not packed or that are packed and unpacked by other than employees of this Company.

A minimum charge of three months' storage rate will be charged for any period up to two months. After that one-half of the monthly rate for each half month or fraction thereof. Labor charge: For carrying goods to or from room or place of storage and stacking or unstacking, one-half the monthly storage rate.

Storage bills payable quarterly. Interest at the rate of 6 per cent per annum will accrue on all overdue accounts. Labor charges, cartage, etc., payable upon completion of work. Full payment of all charges must be made before delivery of goods.

No transfer of goods will be recognized until the Company has been duly notified thereof, all charges paid, the old receipts taken up, and a new one issued.

All claims for non-delivery of any article or articles and for damage, breakage, etc., must be made in writing within 10 days from delivery of the goods stored.

A signed order from the persons in whose name the receipt is issued will be required to enable others to remove or have access to goods. Goods may be deposited in the name of two persons (husband and wife for instance) and deliverable to either one.

loss and damage may be secured from the carrier up to the extent of their liability according to the terms of the bill of lading.

"If you will authorize us to use our best judgment and keep the cost of packing down as low as we think consistent with safety, we will faithfully do this. We would prefer, however, to have you indicate the pieces of furniture you are willing to have shipped without crating and those, if any, that you wish shipped without packing."

"(22-c) Packing Household Goods for Shipment: Unfortunately there are no standards in packing. There is no authority by which it may be determined whether a given piece of furniture should be boxed, crated or merely wrapped. Moreover, there is no standard method of boxing, crating or wrapping.

"A china closet might be crated for \$4.50 or \$8, and the ratio of profit the same in each case. The difference would lie in amount and quality of material and labor used. Thus even when the workmanship is equal, the cost of packing may vary widely. Too little material, or material of inferior quality, explain the cheap price.

"But when both workmanship and material are cheap and inadequate there is found the explanation of the extraordinary variation of from 30 per cent to as high as 100 per cent sometimes exhibited in packing quotations.

"The householder wanting to have household goods packed and shipped is therefore dependent on the reputation and conscience of the warehouseman and on his judgement and experience. The warehouseman with the highest reputation and most experienced packers can usually pack as cheaply as the poorest if the customer elects to have a cheap job, and in packing and shipping, as in many other matters, "the best is the cheapest."

"Incoming Shipments: Goods coming by freight, note on order if bill of lading is attached.

"State on order place whence and date when shipped and initial railroad.

"Carloads, state car initial and number.

"Goods not shipped in our care, see that railroads are requested in writing to notify us.











goods hereinafter stored for this account.)

(6) No transfer of this receipt will be recognized unless all charges are paid, and transfer is entered on the books of the Company.

(7) No person is authorized to make any other agreement or condition on behalf of the Company.

(8) Storage rate \$.....per month. Total advance charges \$.....

(9) All the above terms and conditions shall apply to any goods hereinafter stored for this account.

#### SCHEDULE OF GOODS

If not correct please report immediately

#### ABBREVIATIONS

Marred and scratched.....M & S  
Owner's risk.....O  
Padded and wrapped.....P & W  
Bad condition.....B

#### Handling Orders

FROM one of the large metropolitan warehouses comes the following description of their method of handling orders: "Original order is taken by the Order Department, on a printed form and in indelible pencil. Signature of the customer is taken on customer's record card. A typist-clerk makes copies of all orders, including those that come in by 'phone, mail, or wire, as well as those taken at the Order Desk, using a copying ribbon. The original order is placed in customer's file; the typewritten order, after being checked, is sent the day previous to execution to the Shipping Office, where an impression is made by means of a duplicating clay. Copies of the order are then made on different forms and sent to the departments that will have to do with the execution of the order. Some of the forms used are Packers' Time Slips, Chauffeur's Orders and Inventories, Floormen's Inventories and Binder Copies.

"The binder copy of the order is retained in the shipping office until the goods are brought into the warehouse. It is then sent to the Bookkeeping Department with the chauffeur's order (on which are printed the Company's conditions, and which is signed by the customer), chauffeur's inventory and packers' time slip. On the floormen's inventory, the checker, on receipt of goods in warehouse, makes a list of all articles received and assigns a number to each lot.

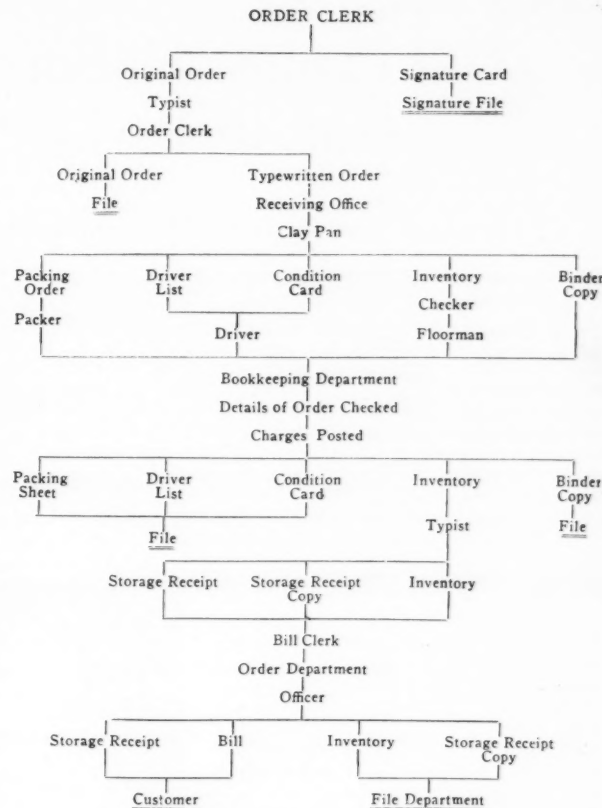
"The packers' time slips are turned in to the Shipping Office each day, showing their time and the material used.

The Bookkeeping Department checks the binder copy with the various other copies to make sure every detail of the order has been attended to.

"The charges for the work called for on the various copies are enumerated thereon, and a total of each of the different classes of income is made and recorded on a sheet having enough columns to keep them separated.

"The original copies, with the charges pertaining to each of them, are given to the bookkeeping machine operator who charges them against the customers' accounts. A proof of postings is taken and must agree with pre-determined totals which accompany the copies.

"The floormen's inventories are passed on to the typist who makes out a storage receipt for the goods; inventories and storage receipts are passed on to the bill clerk, who bills



the customer for the services rendered. The bill, together with the storage receipt and the inventory, are passed on to the Order Department, which checks the one with the other and after receipt has been signed by an officer of the Company, the bill and receipt are mailed to the customer.

"Inventories are timed when received from Shipping Office and by every one through whose hands they pass."

## Next Month—"Estimating"

Chapter X of Mr. Aspinwall's book—"Estimating"—Will  
Appear in the September Issue of

### DISTRIBUTION AND WAREHOUSING

The text includes a table of packing covering some 125 varieties of household goods ordinarily stored in furniture depositories—a storehouse of information for the operator of this type of plant.

# Let's Take the Old Family Album Out of Storage!

Success Story No. 5

Charles C. Daniel

*"The Smile Was Turned to Hardships and Disappointments and They Melted Away"*

**W**HY the smile that one always sees on the face of Charles C. Daniel, president of the Central Storage Co., Kansas City? He's laughing at difficulties! Anybody who knows something of his early career is aware that he met plenty of them. And conquered them. He must have gone at all those obstacles with that smile—and found that they yielded. The smile says that he knows there is light at the end of the dark road.

Of course, such a smile might conceivably become useless, when there are no blank walls to scale. Having a smile that serves so well to overcome harsh problems, what is one to do when the problems have largely disappeared? When success has come?

Well, there is one answer: make some difficulties.

That's what Charles C. Daniel has done. That is, if the business is going well, expand it. If one can get along satisfactorily with present equipment, study to see whether there isn't something wrong with the situation—whether as a matter of fact things aren't perfect. So he faces the job when it looks easy—and discovers that he should install additional equipment. Getting along fine with the warehouse area already controlled? Pretty well filled? The smile finds no obvious trouble; so he seeks it. The answer: the firm should have more space, so there will be more work to do, more business to be secured, more money invested to protect, more men hired.

The money to expand with? That's never been a problem at all. He's always been able to borrow money—and has always paid on the dot.

That seems to have been the way with Charley Daniel since boyhood. The smile was turned to hardships and disappointments and obstacles; they melted away. Then the smile was turned to the newer and pleasanter situations—they were detected as insufficient, because they did not bring out all the energy and force that he had available to expend. He made the job harder by making it bigger. Each difficulty conquered made him a bigger and stronger man who required still heavier tasks, larger responsibilities.

His boyhood must have been a series of various blows from Fate. The father was a prosperous leading attorney of St. Louis who surrendered his practice to enter the ministry. After that the children (Charles C. being the only boy) never spent two entire school years in one school. The clergyman generally took a new charge each year, and moved his family. But it was a cheerful family! They backed the father; and so learned to smile against adversity and disappointments.

Charley was going to be a printer, first. Father bought him a small card press and some type. He got orders for cards, and small jobs from the neighbors. The father (there must have been a fine sympathy between them!), made a larger press, out of walnut lumber, probably like the first presses back in the fifteenth century. On this larger press the hand-

bills for the evangelistic services and other sizable rough jobs were produced.

Charley was earning money. When he reached the eighth grade in school he was earning his own way, and contributing a little to the family. He supported himself, also by printing, through high school, having bought one, then another, second-hand press—on time—making them into power presses.

He carried these presses, and the accumulated type, to the various cities where the family lived; finally to Cape Girardeau, where the State normal course ended in a teacher's certificate for him.

High school and State normal had put a high ambition into him. He loved to study, learn. He was full of that consuming curiosity that makes philosophers and scientists. And it looked as if this fine ambition was to be realized. He entered on a career as an educator. But it lasted only through one year of teaching. Then came a jolt.

The father's health broke; the mother had already been in poor health. The family council decided to move to a small farm—with Charley going along to help with the work. So here was the soft-collar-man, aiming at a profession, eager for books and learning—here he was hitching mules, milking cows, delivering produce to market, bossing farm labor.

A few years passed. He and the family were not getting ahead fast enough on the farm. There seemed no real future there; for any of them. No substantial solution of the problem. Charley lay down on the ground one day and thought it out. He decided to quit the farm. Others had made good in the city. He could, too.

So he went to Kansas City. Got a job at ten a week; working six to six, half a day on Sundays and holidays, bookkeeping in a packing house. Worked for his lodging, bought his meals out—with a meal ticket at \$2.25 good for \$2.50 worth of food. Saving 25 cents. Sent part of the ten home every week.

He left the family on the farm until he felt that he had a foothold strong enough to justify bringing them to town. Managing to get by, now, fairly well.

But working for others didn't seem to offer fast enough advancement. The problem had seemed solved, but it wasn't, really. So he smiled, and smiled, and tackled something harder. He plunged. He went into business for himself; bought a printing outfit, everything new, on time. Leased the building—on time. Signed monthly notes; and met every one of them, besides meeting the weekly payroll.

It was a brand-new business, no hangover patronage. Mr. Daniel was outside man; a partner (also without money) managing the plant. Mr. Daniel solicited business, bought supplies, made collections, saw that the notes were paid. The business grew—too fast. Had to keep adding equipment. Couldn't stand still. More money needed. Another partner,

(Concluded on page 54)



Vol. VII. No. 2

# TWO BITS

Gotham, August, 1926

*A Bit Here, A Bit There*

## Our Golf Dept.

DESPITE Ye Ed's w.-k. reputation as a terrible golfer, we proved to be the greatest single influence in the N. F. W. A. tournament at Mackinac last mo. (July):

1st, alone & unaided we turned in the worst score, 166 for 18 holes, & thereby won the booby prize, 1 bottle of buttermilk, which, indirectly, resulted in:

2nd, we enabled Walt Theibault, the Chicago storager, to win the 1st prize, the White Motor company trophy, an elegant cup.

3d, we aided Walt to raise \$400,000 & win the Leonard storagers of Detroit's trophy, a morocco Gladstone bag.

It requires high intelligence to combine one's assets & liabilities so as to become such an important factor in a nat'l golfing tournament, so hence we are now putting aside our native modesty & will tell interested storagers about it & if you are not interested you do not have to read:

Our 166 for 18 holes was made in a foursome with Ed Mooney, the Hartford, Conn., storager, who has not yet returned the pair of white sneakers he borrowed from Ye Ed.; Lou David, the Chicago storager, & G. A. Wright, the Marion, O., storager. Ye Ed. kept score & our 4 pictures appear on page 15, which see.

Well, Walt Theibault, who chairmanned the golfing committee, was much pleased that Ye Ed. won a prize, if only the booby prize, and he was displaying the latter, a bottle of buttermilk, when an Iowa storager, suspicious that the liquid was not buttermilk, made a grab for the bottle & 1 of Walt's fingernails was torn off when Walt battled to conserve the prize for its rightful owner, Ye Ed.

The Doc at the hotel gave Walt a shot of morphine to stop the pain & Walt staggered out on the golfing course & won the White cup. Next year Ye Ed. plans to have the hotel Doc give us a couple of shots of the same before we tee off, just to see what happens, if anything. . . . One might say that Walt won the White cup according to the dope.

Well, it seems that the Leonard storagers of Detroit gave themselves some elegant adv'ting by distributing among the golfers, as they teed off, some millions of dollars in fake \$1,000 & \$100 bills each bearing the Leonard storagers' name. The gag was that the golfers should try & get all the bills they could, either by betting, begging, stealing or committing mayhem. By the time the Mooney-David-Wright-Ye Ed. foursome had finished our 18 holes Ye Ed. had

most of their money & later on we secretly handed it to Walt on a/c we thought we could curry favor with Walt as chairman of the golfing committee & maybe get something better than the booby prize.

Well, the money we gave Walt, plus the money he had begged & stolen elsewhere, or had rec'd as bribe money on a/c he was chairman of the golfing committee, enabled Walt to have \$400,000, or a majority of the money, & he being chairman of the golfing committee & full of morphine, he awarded himself the morocco Gladstone bag.

So if Ye Ed. had not won the booby prize in the 1st place, Walt probably would not have lost a fingernail & been given a shot of morphine by the hotel Doc & have won the White cup in the 2nd place, & if Ye Ed. had not handed Walt all our foursome's money Walt probably would not have won the Leonard bag in the 3d place.

Well, as heretofore indicated, it requires high intelligence to be a rotten golfer & yet at the same time wield such a tremendous influence in a nat'l tournament, & as our personal set of golfing utensils has not been assembled after several years of *Two Bits* propaganda to that end, it would seem that, in the light of the foregoing, somebody or other whose name has been mentioned ought to donate us with an utensil or so—in other words it would seem that *gratitude* ought to be somewhere else than in the dictionary alone!

## Our Suggestions Dept.

REGULAR readers, if any, of *Two Bits* may recall that late last yr. (1925) G. C. Dintelmann, the St. Louis storager, & others conspired to send Ye Ed. additional instruments for our personal golfing set—a street-cleaning brush (used), which they called a hurmaryur; a Missouri hoe (slightly bent), which they denominated a murhurhur: & a popcorn popper, which they yclept a smaskie.

Well, lately it was twins out at the home of G. C. Dintelmann, the St. Louis storager, & may we suggest, G. C., that, if you have not already christened them with names, you cognomen them Murmaryur-Murhurhur & Smaskie. Look ahead into the yrs., G. C.—say, around 1940—and imagine with what pride 1 of your 2-in-1 can reply, upon being asked his or her name, "My name is Smaskie Dintelmann, sir."

We have not been informed as to the genders of G. C.'s newcomers, nor do we know the correct genders of hurmaryur-murhurhur & smaskie, so we do not know whether the names will fit O. K.,

but the idea is there, G. C., for your considerations, & personally we would like to be present to hear the parson say, "I baptise thee Hurmaryur-Murhurhur Dintelmann."

## Our Buttermilk Dept.

IN last mo.'s (July's) *Two Bits* we published a chart showing our buttermilk consumption at various conventions. Well, we was never so ashamed of ourself in our life, nor so grateful, as when a hotel bellboy walked into the N. F. W. A. convention session, right in the midst of an important speech by Dan Bekins, the Portland, Ore., storager, & put 1 tray, 1 empty glass & 1 qt. bottle of buttermilk on the table in front of Ye Ed.

Dan looked sore on a/c his important speech was interrupted, but it was not Ye Ed.'s fault, & Dan will have to blame Ralph Wood, the Chicago storager, on a/c Ralph was playing a practical joke on Ye Ed. by having the qt. of buttermilk sent to our table right in the midst of Dan's important speech.

Chagrined as Ye Ed. was at having Ralph's practical joke played on us, we took it good-naturedly & did not get sore about it, the way Dan looked as though he was, but instead we gave Jay Gould, the San Diego storager, a glass of the buttermilk on a/c he was presiding as the assoc.'n's prexy, Jay suspending proceedings meanwhile while he refreshed himself, & after Ye Ed. had refreshed ourself, Dan resumed his important speech after Jay had announced that the proceedings were on again.

What we are especially ashamed of is that we forgot to offer Ralph or Dan some of the buttermilk but we was afraid the meeting would bust up if Jay had to suspend proceedings again. Two storagers fell off their chairs laughing & one went to sleep.

## Our Insurance Dept.

A PURPORTED News Item on our June *Two Bits* page announced that Ye Ed., having finally installed a shower above our personal bath-tub, contemplated to seek lower life insurance on a/c of being sprinklered. Well, that aroused the imaginative mentality of C. S. Ehrman, the B'klyn storager, & he has written us some suggestions in "furtherance of your aim to reduce your insurance rate," as follows:

1. "Concrete your 'pillars'—
2. "Cut down your area—
3. "Obtain iron shutters—

(Concluded on page 51)



# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## Court Sustains Warehouse Receipt as a Contract and Says Holder Is Chargeable with Knowledge of Terms and Conditions

**A**N Ohio case in which the State Supreme Court reversed the decision of the Court of Appeals of Cuyahoga County is of interest to household goods storage executives because of the higher tribunal's decision upholding the defendant, a warehouse company, the Supreme Court's opinion being that a warehouseman's receipt becomes a contract binding holder chargeable with terms not impairing the warehouseman's obligation. The Supreme Court held that the holder of the receipt, even though he does not expressly assent to its terms and conditions, is chargeable with the knowledge of such terms and conditions and is bound by them if they are not legally contrary to the warehouseman's obligation.

H. A. Pickering brought action originally against the Central Storage Warehouse Co. in Municipal Court in Cleveland to recover damages for the loss of a bundle alleged to contain valuable rugs. The case went to the Cuyahoga County Court of Appeals, which affirmed the Municipal Court's judgment for the plaintiff. It was then carried to the State Supreme Court, which, reversing the Court of Appeals, sent it back to the Municipal Court in Cleveland with instructions that judgment be entered against the Central company in the amount of only \$25—the sum set down in the contract between the plaintiff and the warehouse company. The plaintiff had been awarded \$200 originally by the Municipal Court in Cleveland.

**S**TATE Supreme Court Justice C. J. Marshall, in his opinion reversing the affirmation of the Court of Appeals, said in part:

"It was alleged that the plaintiff, Pickering, was the owner of, and entitled to the immediate possession of, the rugs, and that defendant, being in possession thereof, converted the same to its own use to the damage of the plaintiff in the sum of \$200; that demand was made upon defendant, but defendant failed and refused to deliver the goods.

"The statement of defence . . . denies plaintiff's ownership or defendant's conversion of the goods. Further answering, it is alleged that the goods were placed in storage by virtue of a written contract, and that, among other things, the contract contains the following condition:

"Received for the account of H. A. Pickering the goods enumerated in the schedule below in apparent good order except as otherwise noted. Said goods are received subject to the following conditions, which are agreed to by the acceptance of this receipt and contract:

"4—A. The responsibility of this company for any article or package listed on this receipt, with the contents thereof, while in its warehouse or being carted to or from the same by it, is limited to \$25, unless the value thereof is made known at the time of storing, noted on this receipt, and a higher storage rate paid therefor."

It is further alleged that plaintiff did not advise defendant that the rugs had a greater value than \$25, and defendant claims, therefore, that they were stored

### What Don't You Know?

**M**R. KAISER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

at an agreed maximum valuation of \$25.

"In the trial of the case in the municipal court, plaintiff introduced evidence of ownership, loss, and value, and as a part of his testimony introduced the receipt which was delivered at the time the goods were received in storage. Defendant offered no testimony. The record discloses no testimony that the storage company was advised of the contents of the bundle at the time it was delivered in storage, or that the defendant was advised of the value of the bundle. It does not appear that defendant called plaintiff's attention to paragraph 4-A of the warehouse receipt. The receipt was denominated on its face a nonnegotiable 'warehouse receipt and contract,' and contained the following words printed in red ink: 'Read this

receipt and contract carefully.' In the descriptive schedule of the goods stored, the item representing the rugs was described as 'one bundle.'

"Judgment was rendered against the storage company in the sum of \$200, and this judgment was affirmed by the Court of Appeals of Cuyahoga county. The case was admitted to this Court on allowance of motion to certify.

"It is claimed by plaintiff in error, the storage company, that the warehouse receipt constitutes a valid contract between the parties, although it was in form a receipt, and signed only by the warehouse company; it having been delivered to Pickering at the time the goods were stored, and having been in his possession all of the time up to the trial of the action. It is further claimed that paragraph 4-A of the receipt is a valid condition, and does not seek to excuse liability for negligence, and that the judgment should have been entered for \$25. It is claimed by Pickering that the warehouse receipt did not constitute a contract binding upon him, because no inquiry was made of the value of the goods, and his attention was not called to paragraph 4-A of the receipt. It is sought by Pickering to place the liability of the warehouse company upon the same basis as that of a common carrier, and, among other cases, he cites *B. & O. Rd. Co. v. Campbell*, 36 Ohio St. 647, 38 Am. Rep. 617, which holds:

"Words on a railroad ticket or baggage check, limiting the liability of the carrier to a specific amount for loss of baggage, are not binding on a passenger,

unless, with knowledge of such limitation, he agrees to it.'

"He also cites *Erie Rd. Co. v. Steinberg*, 94 Ohio St. 189, 113 N. E. 814, L. R. A. 1917B, 787, Ann. Cas. 1917E, 661, where it is declared:

"Where a rate or charge, based upon the value of the articles transported, is provided in the schedule filed with the Public Utilities Commission of the state, it is the duty of the transporting company to require the shipper to declare the value and to demand, collect, and receive from him the rate fixed in its schedule filed with the state commission."

"A brief amicus curiae has been filed in this case on behalf of the storage company, which seeks to place a warehouse company upon the same basis as banks renting safety deposit boxes.

"(1) It is not necessary in disposing of this case to discuss the adjudicated cases of this court and the courts of other states, because the subject comes clearly within the provisions of the Uniform Warehouse Receipt Act enacted by the Legislature in 1909. 99 Ohio Laws, p. 400. This act is a uniform code prepared by the committee of the American Bar Association, and is identical with the provisions of four other states of the Union. Section 8458, General Code, provides the matters which a warehouse receipt must contain. It appears that the receipt introduced in evidence in case conforms substantially to the requirements of that section. Section 8459 provides:

"1. Be contrary to the provisions of this chapter.

"2. In any wise impair his obligation to exercise that degree of care in the safe-keeping of the goods intrusted to him which a reasonably careful man would exercise in regard to similar goods of his own."

"The necessary result of enacting a statute for a uniform warehouse receipt, and further providing that a warehouseman may insert terms and conditions in such receipt with well-defined limitations, is to give to a warehouse receipt the effect of a contract between the parties. It has the force and effect of a contract, it follows that the owner of the goods stored, who has the receipt therefor in his possession, is charged with notice and knowledge of all of the terms and conditions of the receipt. This statute makes it unnecessary to review the many authorities cited as to the necessity of bringing to the attention of the holder of the receipt notice and knowledge of such terms and conditions. He must necessarily be charged with such notice; otherwise the receipt could not have any force or effect as a contract.

"It only remains to determine whether paragraph 4-A violates the limitations stated in section 8459, General Code. There can be no claim of violation except upon the question of impairing his obligation to exercise that degree of care in the safe-keeping of the goods intrusted to him which a reasonably careful man would exercise in regard to similar goods of his own.' This question is disposed of by the authority of *B. &*

*O. Rd. Co. v. Hubbard*, 72 Ohio St. 302, 74 N. E. 214, the syllabus of which declares that, where a contract is entered into between a railroad company and a shipper, whereby the carrier assumes liability on live stock to the extent only of an agreed valuation, upon which valuation is based the rate charged for the transportation of the stock, and beyond which valuation the carrier shall not be liable, and such contract is not induced by fraud, concealment, or deception, but is fairly made—

"The same will be upheld as a just and reasonable method of fixing a due proportion between the amount for which the carrier becomes responsible and the freight he receives, and also of protecting himself against extravagant valuations in case of loss; and recovery

for loss or damage will be limited to the amount of valuation named, even if the damage or loss occurs through the negligence of such carrier or his servants.'

"(2) We are of the opinion that paragraph 4-A of the warehouse receipt in the instant case did not seek to exempt the warehouseman from negligence, but that it was a stipulation designed to limit the amount of recovery to an agreed valuation in case of loss. This being an action in trover and conversion, there could be no recovery of any sum except upon the theory of negligence. The negligence being admitted, the reasonable provisions of the warehouse receipt limiting the liability to \$25 control. It cannot be said in this case that there was an effort on the part of the storage company to evade responsibility

(Continued on next page)

## Warehouse Custodian's Knowledge of

### Contents Is Involved in Lovejoy Case

MERCHANDISE warehousemen generally are believed by attorneys for the Quincy Market Cold Storage & Warehouse Co., Boston, to have a vital interest in the case—now in the Courts—of William M. Lovejoy, formerly superintendent of the Quincy company's Albany Terminal Stores and now operating executive of the Atlantic States Warehouse & Cold Storage Corp., Springfield, Mass. On the outcome of the case may depend the status of warehouse custodians and their duties throughout the country, attorneys declare. Facts and background follow:

It is alleged that Mr. Lovejoy while custodian of the Albany Terminal Stores "received" 72 drums and barrels labeled "black paint" but which it is claimed really contained alcohol for beverage purposes. The goods were to be called for. Mr. Lovejoy says he knew nothing of the contents of the drums and barrels.

Several months ago Mr. Lovejoy and 111 other persons in various parts of the country were indicted in Cleveland, Ohio, on a charge of conspiring to aid and abet a violation of the national prohibition Act.

The question of Mr. Lovejoy's removal to Cleveland was threshed out at a hearing before United States Commissioner Edwin C. Jenney in Boston on May 12. Commissioner Jenney directed the removal. Mr. Lovejoy, through his attorney, Edmund R. Dewing of Ropes, Gray, Boyden & Perkins, counsel for the Quincy Market Co., obtained a writ of habeas corpus from United States Judge Elisha H. Brewster. This writ acted as a stay of the removal order pending a review by the U. S. District Court.

On June 23 Mr. Lovejoy was given a hearing on this writ, before Judge James A. Lowell in the United States District Court. After hearing the evidence Judge Lowell affirmed the order of removal.

On June 25 Mr. Dewing of the law

firm filed a writ of appeal, and this must be decided by the United States Circuit Court of Appeals. Meanwhile Mr. Lovejoy is under \$5,000 bail and has been retained by the Atlantic States Warehouse & Cold Storage Corp. of Springfield as operating executive. He is a son of George S. Lovejoy, formerly long identified with the Quincy Market Company and for a number of years formerly president of the American Warehousemen's Association and of the Massachusetts Warehousemen's Association.

The defendant's attorney, Mr. Dewing, presents these thoughts for the consideration of the warehouse industry:

Because Mr. Lovejoy as custodian of a warehouse affixed his signature to deliver "black paint" when the order was presented, he is supposed to have been in cahoots with bootleggers.

Because he affixes his signature to deliver stored goods, does it mean that he signs his own prison commitment papers? Isn't it just possible that there are many containers in warehouses throughout the country of which the custodians have no knowledge as to the true contents?

Must every warehouse custodian be a Sherlock Holmes, capable of distinguishing the gentle gurgle of finely aged New England rum from the more guttural murmurings of black paint? Or must he be possessed of an olfactory nerve so sensitive as to detect the aroma of alcohol that may be stored in airtight and watertight containers?

Mr. Dewing points out that the company which placed the "black paint" in the Albany Terminal Stores had been doing business with Mr. Lovejoy for three years past; that Mr. Lovejoy had had not fewer than 150 separate dealings with the company; and that there was absolutely nothing to indicate that the contents of the drums and barrels were other than what they purported to be.

(Concluded from previous page)

for the failure to use diligence and care in the preservation of the goods. By the provisions of section 5 of the warehouse receipt, the warehouse company clearly assumed responsibility of using diligence and care in the use of the following language:

"It is further agreed that this company in storing said goods will use diligence and care in the preservation of the goods placed in its warehouse," etc.

"There was therefore no question of responsibility for negligence. The only question before the court is as to the measure of that responsibility. The company being bound to use care, the provisions of section 4-A fixed the measure of that responsibility, and the judgment should therefore have been in the sum of \$25.

"Proceeding to render the judgment which the municipal court should have rendered, the case will be remanded to

the municipal court of Cleveland, with instructions to enter judgment in the sum of \$25.

"The judgment of the Court of Appeals will be reversed.

"Judgment reversed."

#### A Dissenting Opinion

Justices Jones, Day and J. J. Kinkade concurred in Justice Marshall's opinion. Justice J. Allen, however, dissented from the majority opinion on two grounds, namely:

"(1) Section 4-A of the warehouse receipt does not, by simple insertion in the receipt, the receipt being accepted, constitute a contract under the General Code.

"(2) There was no meeting of the minds upon the provision that the warehouseman should be liable for damages up to the sum of \$25, and no more, unless the value thereof was made known at the time of storing and a higher storage paid therefor, and hence no contract was

made between the parties upon that point."

Justice Allen said further:

"Does section 4-A of the warehouse receipt, the receipt being accepted by the bailor, constitute a contract between the parties, when no proof is offered that the bailor was notified of the existence of section 4-A in the receipt?

"I think not, for the following reasons:

"First, because the Code does not provide that this extra term in the receipt shall constitute a contract by reason of mere insertion in the receipt:

"Second, because, if so construed, the term is contrary to the provisions of the chapter on warehouse receipts, section 8457 *et seq.*, General Code, and impairs the warehouseman's obligation to exercise reasonable care in the safe-keeping of the goods intrusted to him;

"Third, because, if so construed, the term nullifies section 8477, General Code."

(Ga. App.) Trover is appropriate remedy, where warehouseman refuses on demand to deliver property to holder of receipt.—*Planters' Warehouse v. Sims*, 132 S. E. 252. Key No. 34 (2).

(Proof of failure of warehouseman to surrender property on demand of holder of receipt establishes *prima facie* case of conversion.—*Id.*)

(Warehouseman does not establish defense to action in trover to recover property by receipt by showing that property has not been applied to its use.—*Id.*)

(Warehouseman, failing to recover cotton on demand, cannot overcome *prima facie* case on theory of disproving conversion, where repacking, sale and commingling were not acts within storage agreement.—*Id.*)

(Ga. App.) Where facts authorized assumption of conversion, restricting issues to personnel of defendants and value of converted cotton was not error.—*Planters' Warehouse v. Sims*, 132 S. E. 252. Key No. 34 (9).

(Ga. App.) Bill of lading provision that carrier's responsibility for interstate shipment terminates on storage of goods by terminal carrier, after 48 hours from notification of arrival constitutes a contract binding on shipper.—*Bibb Mfg. Co. v. Cleveland, C., C. & St. L. Ry. Co.*, 132 S. E. 129. Key No. 180 (1).

(Ga. App.) In view of bill of lading limiting responsibility, verdict for receiving carrier was au-

**R**ECENT legal cases of interest to warehousemen are digested herewith. Also a printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution and Warehousing* to cover publisher's costs. Key number should be specified.

thorized, where goods were stored by terminal carrier in licensed warehouse.—*Bibb Mfg. Co. v. Cleveland C., C. & St. L. Ry. Co.*, 132 S. E. 129. Key No. 180 (3).

(Idaho) State cannot by legislative fiat make private carrier common carrier.—*Smallwood v. Jeter*, 244 P. 149. Key No. 1.

(La.) Shipper held liable for storage charge on rails only from date of notification that goods would be resold by carrier.—*Morley Compress Co. v. Hines*, 107 So. 487. Key No. 191.

(N. C.) Railroad held liable only as warehouseman for damage to property after arrival at destination.—*Lawshe v. Norfolk Southern R. Co.*, 132 S. E. 160. Key No. 140.

(Ohio) Warehouse receipt becomes contract binding holder chargeable with terms not impairing warehouseman's obligation (Gen. Code, Paragraphs 8457, 8458, 8459.—*Central Storage Warehouse Co. v. Pickering*, 151 N. E. 39. Key No. 24 (7).

(Warehouse receipt, limiting re-

sponsibility was warehouseman to fixed amount unless value is stated and higher rate of storage paid, held not exemption for want of care, but reasonable method to fix charge.—*Id.*)

(Okla.) Where goods were received at destination several days before fire, carrier, who refused to deliver them on demand to consignee, without sufficient excuse, was liable for loss.—*Schaff v. Roach*, 243 P. 976. Key No. 143.

(Okla.) Carrier's neglect and wrongful detention of goods after withholding delivery, without sufficient excuse, is proximate cause of their subsequent loss by fire, making carrier liable as warehouseman, although fire was not caused by its negligence.—*Schaff v. Roach*, 243, P. 976. Key No. 144.

(Tex. Com. App.) Receipt releasing warehouseman from consequences of negligence causing loss by fire held invalid (Rev. St. 1925, Arts. 5619, 5633).—*Cameron Compress Co. v. Whittington*, 280 S. W. 527. Key No. 24 (7).

(Tex. Com. App.) Expert testimony as to extinguishment of fires by automatic sprinklers held admissible.—*Cameron Compress Co. v. Whittington*, 280 S. W. 527. Key No. 34 (6).

(Compress company, charged with negligence for lack of proper devices, may prove its devices are of kind customarily used.—*Id.*)

(Proof of custom and usage of warehouseman as to protection of goods from fire held admissible, though not conclusive.—*Id.*)



## Some Modern Equipment in the Industry



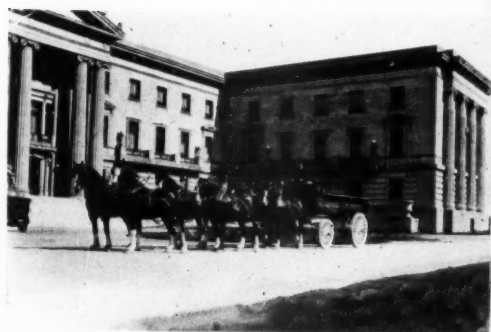
Left—White van truck and trailer used by Bekins Van Lines on Coast and Valley runs between Los Angeles and San Francisco. Commodious, powerful and economical on the road. The Valley run is a "speed" journey, while the Coast run is an "accommodation train" handling L.C.L.

Right—Something new in California. A special van body with new cab features, mounted on a bus chassis, giving low center of gravity and greater facility for loading and unloading, as well as absence of side sway on curves. Operated by C. W. Sawyer (in dark suit), Burlingame, Cal. (See news story, page 25)



Below — Unique van operated by J. B. Baillargeon Express, Ltd., Montreal. Overall dimensions: length, 24 ft. 2 in.; width, 6 ft. 9 in.; height, 9 ft. 6 in.

Below—Six-horse drayage van of Manitoba Cartage & Warehousing Co., Ltd., Winnipeg



## Security Storage &amp; Transfer Co.

Portland, Ore.

## WHAT'S WHAT IN

100

As a culmination to thirteen years in the warehousing and distribution business in Portland, Ore., the Security Storage & Transfer Co. of that city has opened its mammoth seven-story fireproof depository. Half a million dollars has been invested in this modern storage home to insure maximum of safety, protection and convenience. The building is 200 feet in length and contains 104,000 square feet of space.

The plant occupies a prominent central location, is easily accessible to the east and west sides of the city, has ample railroad trackage, and is situated close to the harbor.

The main entrance leads into the office, which is as modernly equipped and furnished as any of the big banking houses of the city. The walls are of Caen stone finish, plaster effect, with black walnut trim in the natural finish. The floor is of Tennessee marble, with black and gold Italian marble inserts, and border and base. The walls are hung with many handsomely framed pictures of Oregon and other scenery and the certificate of membership in the National Furniture Warehousemen's Association is prominently displayed.

The office is flanked to the east and west with burglar-proof storage vaults. These vaults and doors have an A-2 rating, which is next to the highest rating given by underwriters, and only 5 per cent less than the highest rated burglar-proof bank vaults.

Next to these is located the steel-rack trunk storage space for upwards of 2000 trunks, with private inspection space provided. There are also cold storage vaults—for upholstered furniture, rugs and furs—equipped with steel racks, and every space is numbered as indicated by identification tags which the goods carry. The temperature has thermostat control, which makes the storage space moth-proof.

Vaults on the east side of the office contain steel racks for grips, parcels, silverware, radio instruments and phonographs.

The basement contains the rug-cleaning department, equipped with a "Big Chief" beater, washing platform and drying room. The reupholstering department, room for repairing overstuffed furniture, the drapery department, cabinet shop and refinishing room are provided for in the basement, which is well lighted.

One of the chief features of the plant is the monster freight elevator, erected by the Portland Elevator Co. This has a platform space of 10 by 30 feet in the clear and will lift 16 tons of freight at the rate of 65 feet a minute. Loaded furniture vans can be wheeled onto this elevator and left at any floor in the building for unloading. The big vans and other motor vehicles can also be taken to the main cement roof for parking, thus making it unnecessary to use the street for unloading or parking. The big elevator shaft is protected with double, heavy iron doors, which operate automatically. The elevator is operated by two 75 hp. electric motors, working in

units, and is the largest elevator on the Pacific Coast. The building is equipped also with a combination one-ton freight and passenger elevator.

The second floor contains an assembly room, which can be used for auction sales, and also a bonded storage section where the owner of stored goods is provided with private locks.

There are telephones, heat and ample light on every floor.

The third, fourth, fifth and sixth floors are for open storage, in addition to the general household goods storage facilities, and are provided with piano storage rooms and combination mattress and rug rooms where the temperature is regulated automatically. These floors to be used for general storage have the

cement floors scored and numbered and are curtained off with moth-proof curtains.

On the seventh floor there are 150 private storage rooms, well ventilated and equipped with Yale locks.

A 20,000-gallon water tank is inclosed in the roof tower, under which is located the fumigating room.

The building plans were dictated by E. F. Younger, the company's president, who traveled to all the larger cities for ideas. C. A. Houghtaling, Portland, is the architect and in his design he followed out Mr. Younger's ideas.

—F. K. Haskell.

R. J. Armstrong, for many years manager of the removals and warehousing departments of John Walsh, Ltd., Sheffield, England, and who latterly also controlled the Walsh company's traffic department, has been appointed manager of the removals and warehousing department of the Army and Navy Cooperative Society, Ltd., taking up his new duties on July 19.



# NEW BUILDINGS

101

Lincoln Safe Deposit Co.

New York City

ONE of the finest household goods depositories in the world—planned by the Lincoln Safe Deposit Co., New York City—will soon be erected on Third Avenue between Sixty-ninth and Seventieth Streets, occupying the entire block on the southern side of the avenue. It will be fourteen stories in height. Extending the length of the block in the rear will be a private parking space which customers may enter and leave with the utmost safety and privacy and where cars may be free from police interference.

There will be up-to-date vaults for securities and silverware; a large cold storage plant for furs, tapestries and rugs; a fumigating tank for the destruction of moths in furniture and bedding; and a pneumatic carpet-cleaning equipment for valuable rugs, tapestries and furniture.

There will be more than 2000 fireproof storerooms for household furniture, office records, etc.; trunk vaults; a heated piano room, and an entire floor for automobiles and for storage of furniture loaded in van bodies at residences and left undisturbed until return to the homes, this providing for a minimum of handling.

A novel feature of the warehouse department will be depressed elevator platforms at alternate floors, permitting a loaded furniture van to be rolled off the elevator, there to remain until it can be conveniently unloaded; and there will be large rooms for temporarily placing the furniture, from vans, until it can be finally stowed in the storerooms reserved. This will do away with the crowding of aisles and avoid the discomfort thereby ordinarily occasioned.

Everything that an experience of more than forty years by the management of the Lincoln company has suggested has been most carefully considered.

The northerly twenty-five feet for a height of nine stories will be used for cold storage purposes.

The basement will be occupied by the packing and shipping department; the storage and charging of the electric van equipment, a rest room and locker room for the warehouse employees, and coal bunkers, boiler room and machinery.

The ground and mezzanine floors will contain the offices of the company; safe deposit vaults, banking room; receiving department for the warehouse; and seven stores, each equipped

with a mezzanine gallery, to be used for rental purposes.

The entire second floor, except the northerly twenty-five feet, will be divided into vaults for the storage of silverware and similar valuable property, stored under guarantee.

The third floor will contain the warehouse trunk room, the piano room and fumigating chamber. In connection with the silver vaults and warehouse trunk room there will be private examination rooms where depositors may examine contents with the greatest privacy, and where the property of estates may be inventoried and valued.

The fourth, fifth, sixth, seventh, eighth, ninth, tenth, elev-

enth and twelfth floors will be arranged with more than 2000 store rooms of various sizes, for household furniture and storage of records.

The thirteenth floor will contain cased goods and such property as is usually deposited in open storage.

The fourteenth floor will be arranged for the storage of automobiles not in use, and for van bodies containing household furniture, such van bodies being loaded and sealed at residence, contents to remain under seal until returned to owner.

On the roof there will be housed a pneumatic cleaning equipment and an open space for examining and brushing furniture, rugs and draperies.

All of the safety vaults will be protected by the

Holmes burglar alarm system. The entire building will be equipped with a pneumatic fire alarm system, and the watchman's service will be protected by the National District Telegraph system.

The new structure is expected to represent an expenditure in excess of \$1,000,000.

The parking space in the rear may eventually be used for an addition to the main building.

The latter, which is to be completed about June 1, 1927, will be fireproof throughout. The Lincoln company will retain possession of its present quarters on East Forty-second Street until June 1, 1928, allowing a year for the transfer of the vast quantities of goods on deposit in the present building.

George S. Kingsley, Chicago and New York, who has made a specialty of this type of building, is the architect. Frederick S. Holmes, vault engineer of New York, is the designer of the safe deposit vaults.





# WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## American and National Are Now Tied at Top by Council of Warehouse Associations

THE public storage industry's super trade organization—the Council of Warehouse Associations—formally came into existence when, on July 15, in Chicago, representatives of the American Warehousemen's Association and the National Furniture Warehousemen's Association assembled at the Edgewater Beach Hotel and put the Council's machinery into motion in pursuance of plans made last year when the American turned its household goods division over to the National.

Attending the Chicago meeting were, representing the American, Gardner Poole, Boston, general president; Joseph W. Glenn, Buffalo, vice-president; Clarence A. Aspinwall, Washington, D. C., treasurer; Charles L. Criss, Pittsburgh, general secretary, and J. Edgar Lee, Chicago, president of the merchandise division; and, representing the National, William I. Ford, Dallas, and Julian M. Gibson, St. Louis, vice-presidents; James F. Keenan, Pittsburgh, treasurer, and Ralph J. Wood, Chicago, secretary.

The Council organized by electing Mr. Poole president and Mr. Wood secretary. S. C. Blackburn, Kansas City, recently elected president of the National, was elected vice-chairman.

### N. T. & M. T. O. A.

AT the twenty-fourth annual convention of the National Team & Motor Truck Owners' Association, held in Philadelphia in July, plans were made for the organization to be represented at the Interstate Commerce Commission hearings—scheduled to begin in Chicago on July 27 and to extend through September in twelve other cities—in the Commission's inquiry on interstate motor truck commerce.

Isaac Goldberg, New York, retiring president, charged that railroad interests were seeking to overthrow the interstate motor trucking business and he urged on the members the necessity

of waging a prolonged fight to prevent tyrannical legislation.

Delegates declared it was difficult to work out definite and universally accepted cost findings in connection with hauling, with relation to rental, fuel, wages and other expense details, as such costs varied in the different parts of the country. In view, however, of prospective Federal regulation of tariffs, many of the speakers urged the prompt compiling of such data.

The convention was conducted without a definite program and there were no set papers and addresses. The Philadelphia Team & Motor Truck Owners' Association acted as host to the national body, and Dr. Thomas W. Davis, city

A provisional committee was created, comprising Mr. Poole, Mr. Wood, Mr. Aspinwall and Mr. Ford, to prepare articles of association. These will be presented at the next conventions of the two associations for action.

The Council will consider the larger problems mutual to the interests of the American and the National—such subjects as legislation, insurance, the arranging of conventions to avoid waste and duplication in time and expenses, etc. As an example, the Council adopted a resolution approving the work of the American's merchandise division's ports and port terminals committee in connection with the Interstate Commerce Commission's inquiry into carriers' charges at North Atlantic ports.

At the mid-summer convention of the American's merchandise division, being held at the same time at the Edgewater Beach Hotel, Mr. Poole outlined the purposes of the Council. It represented the entire industry—merchandise and household goods and cold storage—he said, and would be called upon to function, at the request of either the National or the American, in situations of common concern.

statistician, welcomed the delegates on behalf of Mayor Kendrick. About 350 delegates attended.

The entry of the National Freight Delivery Co., which has applied to Pennsylvania's Public Service Commission for a certificate to operate, was discussed, inasmuch as the company's plans contemplate a consolidation of Philadelphia's trucking interests. Opponents of the proposed consolidation contended that the plan would eliminate individual truck businesses.

The convention elected officers as follows:

President, John Douglass, Jr., Pittsburgh.

Vice-presidents, John Broderick, Chi-

## Statistics on Twenty Long Distance Jobs, Performed by the General Warehousing Co., St. Louis.

St. Louis to	Miles	Hours	Gasoline			Meals	Wages	Lodg- ing	Bridge Fare	Re- pair	Stz.	Tel.	Expense			Net		
			Gals.	Cost	Oil								Direct	Indirect	Total	Receipts	Profit	Loss
Chicago	607	72	97	\$18.06	\$2.49	\$9.60	\$76.10	\$4.00					\$113.55	\$51.00	\$164.55	\$212.50	\$47.95	
Mineral Pt.	150	15	36½	6.98		2.00	20.58						29.56	18.00	47.56	75.00	27.44	
Du Quoin	170	13	30	5.36		2.00	18.23						25.59	19.80	44.39	82.50	38.11	
Hannibal	242	29	45	8.71		3.00	40.50		\$1.60				53.81	28.80	82.61	120.00	37.39	
Chicago	617	74	81	16.39	6.09	9.15	78.40	3.59			2.00	0.20	142.73	72.00	214.73	300.00	85.27	
Chicago	634	82	73	14.01	3.87	10.00	76.75	4.00					108.63	51.00	159.63	212.50	52.87	
Mexico-Sedalia	561	54	66	12.90	1.35	6.90	54.00		2.60				77.75	73.44	151.19	306.00	154.81	
Sikeston	361	29	61	12.13		5.00	41.85	2.00					60.98	31.20	92.18	130.00	37.82	
Chicago	832	125	121	23.16	8.00	16.30	97.20	4.00		63.55	2.00	0.40	214.61	61.20	275.81	255.00	\$20.81	
Columbus	616	71	104	18.83		9.00	70.20	4.00			1.00		103.03	51.00	154.03	212.50	58.47	
Nashville, Ill.	120	12	10	1.76		1.30	18.00						21.06	14.40	35.46	60.00	34.54	
Memphis	742	110	125	25.59	5.6	17.45	165.30		7.50	12.65			229.05	58.80	287.85	245.00	42.85	
Louisville	616	50	91	18.85	1.00	12.80	75.00	8.00	2.00	1.40	2.00		121.05	72.00	193.05	300.00	106.95	
Hannibal	254	36	42	8.67		3.70	54.00	1.00					67.37	30.60	97.97	127.50	29.53	
Terre Haute	370	33	62	18.27	2.50	5.55	49.50						76.22	48.00	124.22	200.00	75.78	
Dayton	720	52	90	17.75	3.75	9.15	76.85	2.00			1.50		11.00	60.00	71.00	253.00	79.00	
Hannibal	254	27	25	5.19		3.00	40.50		1.60				50.29	28.80	79.09	120.00	40.91	
Chicago	715	45	77	14.09	1.00	7.55	66.85				0.25		89.74	51.00	140.74	212.50	71.76	
Chicago	630	52	98	19.63		9.90	76.95				0.25		106.73	51.00	157.73	212.50	54.77	
Jacksonville	204	17	17	3.10		2.90	24.30						30.30	20.42	50.72	85.10	34.38	
	9,415	998	1,351	\$269.43	\$30.61	\$146.65	\$1,221.06	\$32.50	\$15.30	\$77.60	\$11.50	\$1.40	\$1,733.05	\$892.46	\$2,724.51	\$3,718.60	\$1,057.75	\$63.60

Receipts, 40c a mile. Expense, 20c a mile. Profit, 11c a mile or 28%. Gasoline consumption, 7 miles per gallon. Aggregate net profit, \$994.03.

THE above chart was compiled by A. H. Amelung, secretary and treasurer of the General Warehousing Co., St. Louis, and was presented by him at the recent annual convention of the Missouri State Warehousemen's Association. Commenting on a statement, made at the Missouri meeting, to the effect that there is no money in long distance moving, Mr. Amelung said:

"This chart shows what our conditions have been. I have taken at random twenty long distance moving files. I show the mileage on each of these, from St. Louis to Chicago, and then I show the hours. I

show the gasoline consumed—the gallons, plus the cost. I show the oil, the meals and lodging cost and the bridge fees and the wages of the men on the twenty jobs, and the repairs—we have had to make repairs in several instances on the trips—and the miscellaneous expenses and the direct expense.

"In the final analysis it shows that these twenty jobs covered 9415 miles. We used 2-ton trucks. It cost us 29 cents a mile to operate them. I have spoken to several other men who have done this long distance moving and I see I am pretty much in line."

Chicago, and George I. Oberholtzer, Philadelphia.

Treasurer, William J. McDevitt, Cincinnati.

Secretary, James Simpson, Pittsburgh.

The city for the next convention will be arranged by correspondence between the president and the members.

—K. H. Lansing.

### A. W. A.

THE following companies have been elected to membership in the merchandise division of the American Warehousemen's Association:

Alatama Motor Transfer & Warehouse Co., Montgomery, Ala. E. C. Lowry is president and R. W. Lowry is secretary.

Cummins Storage Co. Canton, Ohio. M. J. Cummins is president and M. E. Krebs is secretary.

Fidelity Storage Co., Washington, D. C. (formerly with household goods division). James L. Karrick is president and C. L. Lipp is secretary.

Gallagher Transfer & Storage Co., Inc., New Orleans, (formerly with household goods division). William Gallagher is president and L. D. Babin is secretary.

Laney & Delcher Storage Co., Inc., Jacksonville, Fla. A. H. Laney is president and W. W. Delcher is secretary.

Pacific Commercial Warehouse, Inc., Los Angeles. J. D. Spreckels is president and B. E. Whitmarsh is secretary.

Security Storage & Van Co., Duluth, Minn., (formerly with household goods division). R. H. Hall is president and I. L. Lindberg is secretary.

A. A. Starr Transfer Co., Aberdeen, Wash. J. E. Turnquist is president and A. E. Johnson is secretary.

System Delivery Co., Inc., Seattle. L. X. Coder is president and R. R. Mitchell is secretary.

Toledo Terminal Warehouse Co., Inc., (formerly W. Lee Cotter Warehouse Co.). O. A. Bay is president and H. H. Duvendack is secretary.

Westland Distribution & Storage Warehouse Co., Los Angeles. H. E. Poronto is president and K. J. Good is secretary.

### Massachusetts

AT the July meeting of the Massachusetts Warehousemen's Association, held at the Exchange Club in Boston on the 21st, S. G. Spear, Boston, president, and Gardner Poole, Boston, president of the American Warehousemen's Association, reviewed the proceedings of the mid-summer convention of the A. W. A. merchandise division. Mr. Poole said the general sentiment pointed toward the next annual meeting of the A. W. A. being held in Kansas City, with the mid-winter meeting of the National Furniture Warehousemen's Association held at a time and place which would enable members of both organizations to cut down on time and traveling

expenses. Mr. Poole reviewed also organizing of the warehousing Council (see page 46 for details).

Present conditions in merchandise warehousing throughout the country were not encouraging, Mr. Poole told the Massachusetts executives, but there had come an apparent awakening to the inadequacy of handling charges, which he declared were not high enough to meet the high costs of service. He reported some tendency at terminal points to lease space on a rental basis. Mr. Spear commented that the handling charge situation had been probably worse along the Pacific Coast where the industry is under Commission control. He said a study of costs was under way, designed to correct the situation.

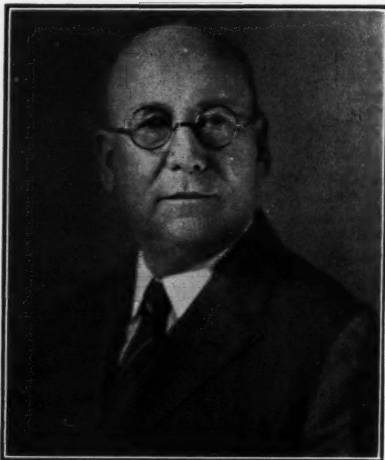
H. H. Wiggin, Boston, stressed the importance of maintaining current cost records on every lot. He said conditions improved when this practice was followed.

The outing committee, Tarrant P. King, Boston, chairman, announced that the outing would be held at the Hoosick-Whisick Country Club, Canton, Mass., on Aug. 17, with dinner preceded by golf, and that a reception would be given Chester B. Carruth, Chicago, actuary of the A. W. A. merchandise division. Mr. Carruth will address the meeting following the dinner.

At the June meeting, held at the Exchange Club on the 24th, George S. Lovejoy, the association's organizer and a

## Three Trade Association Presidents Recently Elected

C. A. Winslow



President, Winslow Trucking Co., Watertown, N. Y., elected president New York State Warehousemen's Association

F. C. Eslick



President, Cadwell Transfer & Storage Co., Mason City, Iowa, elected president Iowa Warehousemen's Association

R. M. King



President, King Storage Warehouse, Syracuse, N. Y., elected president Central New York Warehousemen's Club

past president, and who recently returned from a trip abroad, was the guest. He described conditions as he found them in England (see story on page 50).

It was voted unanimously to adopt and use the new contract terms and conditions worked out by the Central Bureau committee of the A. W. A. in cooperation with the Department of Commerce, shippers, bankers, railway men and other interested groups.

Olin M. Jacobs, Boston, secretary, read a letter from the N. F. W. A. recommending charging for household goods storage on the time and material basis.

Mr. Jacobs urged the members to read the "New Business for Warehouses" article—"Why Cooperative 'Education' of Prospects Is Needed"—in the June issue of *Distribution and Warehousing*.  
—S. F. Holland.

### Central New York

THE Central New York Warehousemen's Club held its annual meeting at the Kan-ya-to Inn Hotel on Skaneateles Lake on June 26 and elected officers as follows:

President, R. M. King, president King Storage Warehouse, Inc., Syracuse.

Vice-president, Charles A. Winslow, president Winslow Trucking Co., Watertown.

Treasurer, S. L. Diets, treasurer, Diets Storage Warehouse, Syracuse.

Secretary, William J. Connor, secretary Flagg Storage Warehouse Co., Syracuse.

It was voted unanimously to support the Syracuse members should a test be made of the new moving ordinance in that city.

Mr. King reviewed what took place at the recent convention of the New York State Warehousemen's Association at Saratoga Springs.

### Missouri

COMMITTEES of the Missouri Warehousemen's Association for the new year have been announced by Harry C. Harschman, St. Joseph, recently elected president. The chairmen are as follows:

Household goods division, G. C. Dintelmann, St. Louis; merchandise division, C. C. Daniel, Kansas City; cold storage division, E. L. Winterman, St. Louis; legislative, O. W. Thomas, Kansas City; membership, W. A. Sammis, Kansas City; insurance, D. A. Adams, Kansas City; cost accounting, A. H. Amelung, St. Louis; bond, W. P. Dekker, St. Louis; auditing, W. P. Crooks, Kansas City; long distance moving, Julian M. Gibson, St. Louis; entertainment and arrangements, John Groves, Kansas City.

### Nebraska

EXPANDING its scope in order to include transfer interests, the Nebraska Warehousemen's Association at its June meeting, held at the Lincoln Hotel in Lincoln on the 17th, changed its name to the Nebraska Transfer & Warehouse Association, and the constitution

and by-laws have been revised accordingly.

One purpose of the expansion was so that the combined transportation interests, transfer and warehousing, might work together in view of proposed State legislation under which motor truck commerce would be regulated.

Consideration was given to drawing up a code of ethics containing not only rules of conduct between members but clearly establishing also the members' relations with the public.

### Southern

NOTWITHSTANDING D. R. Benedict's retirement from business activity in the storage industry through his recent resignation as manager of the Knoxville (Tenn.) Fireproof Storage Co., he will continue as secretary of the Southern Warehousemen's Association. A special committee of the association—J. P. Ricks, Jackson, Miss., president; E. M. Bond, Nashville, Tenn.; A. H. Laney, Jacksonville; T. J. Monroe and John J. Woodside, Atlanta, and George C. Harris, Birmingham—met with Mr. Benedict in Chicago last month and retained him in an executive capacity and he will take up his duties about Sept. 1 after returning from a vacation in Los Angeles.

The Southern body will hold its annual meeting in Atlanta about mid-October. Arrangements are being made by a committee comprising Mr. Woodside, chairman; Mr. Monroe and T. F. Cathcart, all of Atlanta.



## Uniform Law for State Regulation of Interstate Motor Vehicle Commerce, Together with Federal Statute Requiring State Reciprocity, Suggested to I. C. C. by N. F. W. A. at Opening Hearing

WHEN the Interstate Commerce Commission opened in Chicago on July 27 its series of hearings—to extend through September in thirteen cities—in its inquiry into the operation of motor vehicles in competition with common carriers, a detailed statement setting forth household goods warehousing's position and recommendations was presented by Henry Reimers, Chicago, executive secretary of the National Furniture Warehousemen's Association, on behalf of the organization's special national legislation committee—A. A. Leonard, Detroit, chairman, and Julian M. Gibson, St. Louis; P. J. Mills, Des Moines; George Sebold, Elizabeth, N. J., and Sidney S. David, Chicago.

POINTING out that the National's members operate approximately 5000 motor vans, of which about 8 per cent. are available for interstate commerce—with possibly not more than 150 engaged in that line of work at any one time—Mr. Reimers told the Commission that household goods warehousemen were primarily engaged in:

1. "Storing the precious belongings of householders;
2. "The specialty service of removing such belongings to and from storage and between domiciles;
3. "In the specialty service of packing and preparing household goods, office furniture and fixtures for shipment by rail."

After setting forth the specialties of the service, in connection with agreements, prices, equipment, etc., and emphasizing that warehousemen endeavor to sell customers "the most economic service," whether truck or rail, on its merits and to suit individual cases, Mr. Reimers cited "some of the recognized advantages of motor van inter-city service," as follows:

"1. Eliminates packing—delay and cost incidental to packing.

2. "Eliminates six handlings: (a) unloading from van to packing room; (b) loading van for removal to railroad; (c) unloading van at railroad; (d) railroad loading into cars; (e) railroad unloading at destination; (f) van loading at destination.

"In addition, goods in rail transit are often transferred en route.

"3. Eliminated possible damage by numerous handlings, as when removed by motor van there are only two handlings, namely loading and unloading. In addition, they are cared for while en route by trained employees.

"4. Saves time and provides definiteness in delivery time, which is often predetermined to the hour.

"5. Settlement of loss and damage

The National's directors at the association's Mackinac Island convention in July continued this committee in office so that the National's case might be further handled constructively by the same men who represented the N. F. W. A. during the Senate's inquiry in Washington several months ago.

Mr. Reimers told the commission at the Chicago hearing that the committee made its appearance in a spirit of cooperation—not to register sentiment either for or against regulation but to assist in finding out whether household goods moving by truck should be regulated and, if so in the public interest, then to aid in determining the nature of such regulation.

### Two Recommendations

THE National Furniture Warehousemen's Association, in setting forth before the Interstate Commerce Commission the household goods removals industry's position with regard to interstate regulation of motor vehicle commerce, at the first of the Commission's hearings as herewith told, suggested that if the facts uncovered should substantiate a need for such regulation, the Commission consider recommending to Congress:

1. A uniform law for adoption by all States.
2. A Federal law requiring the establishment of reciprocal relations between States.

Read this story of the National's presentation to the Commission.

claims can often be effected more promptly for the reason that there is generally only one company responsible for the entire haul of an individual's belongings."

Mr. Reimers emphasized that the warehouseman's operations were those of a private carrier reserving the right to refuse to haul goods on which too great a valuation was placed, and to refuse to haul by motor van if rail shipment was more economical, or for any other reasons.

Anticipating the possible query "How do rates charged by the motor vans compare with rates charged by rail carriers?" Mr. Reimers presented a chart which, showing such comparisons, is used by the National's inter-city removals bureau to and from various cities in

Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, Ohio and Wisconsin—the association's central division.

"By a perusal of chart," Mr. Reimers said, "you will note the average motor van rates are much higher than rail freight rates. Note also the recommendation on title page of chart, reading as follows:

"Members have available both packing and motor service and should sell prospects on the most efficient service, giving due consideration to cost to customer, convenience and promptness of delivery."

"This chart might also answer a query as to the distance usually covered by motor vans in household removals. The maximum of approximately 350 miles is reached when the charges for haul by motor van begin to exceed all costs entering into transportation by rail."

After pointing out that there was "no regularity in interstate removals of household goods" and that apparently the moving public was not demanding Federal regulation of such commerce, Mr. Reimers said, in conclusion:

"Permit us to suggest, in the event all facts substantiate a need for some form of motor vehicle regulation, that the Interstate Commerce Commission consider recommending a uniform State law for adoption by all States, and, in addition, recommend to Congress a Federal law requiring the establishment of reciprocal relations between States."

The Chicago hearing was presided over by Commissioner John Esch, who said in part:

"The purpose of this hearing is to lay before Congress the possible advisability of wise and appropriate legislation in regard to motor vehicles, and especially a uniform legislation like that governing the rail carriers, with the added necessity of avoiding some mistakes made in that direction through our experience there."

## Impressions of Warehousing Conditions as Brought Home by T. A. Jackson and George S. Lovejoy

**T**WO men long identified with warehousing—T. A. Jackson, president of the Jackson Storage & Van Co., Chicago, and George S. Lovejoy, Boston, a past president of the American Warehousemen's Association—recently returned from trips abroad, and some of their impressions regarding the storage industry in Europe are here set down.

Mr. Jackson investigated conditions in general and visited a number of warehouses in Paris.

"One of them," he states, "was a building of seven stories and a basement but with absolutely no elevator of any kind. The building was pretty well filled and the piling was fairly good, but every piece was carried up and down a winding stairway about four feet wide—and only one stairway in the entire building."

During his journey Mr. Jackson obtained the costs and rates elsewhere set down on this page, and he says that virtually all work was being done by contract based on these figures. He adds:

Some of the warehouses are quite large. Many of them operate considerable equipment, one warehouse I visited having 350 horse-drawn vans and 6 motor vans. Nearly all the moving is done by horse-drawn vans, as the cost of operation is a great deal less.

"The warehouses everywhere seemed to be quite well filled, but there was little moving or packing. For shipping, lift vans and large cases are used; barrels are seldom used and there is practically no crating done.

"While in London I attended a meeting of the Furniture Warehousemen & Removers' Association. They seemed to be anxious to better their conditions and asked me to tell them how our associations are operated, and how the return loads bureau was conducted.

"Throughout my entire trip the lack of confidence in one another was quite noticeable, and the splendid cooperation we have in our organizations was missing, all of which made me very glad to get back to the dear U. S. A., and I appreciate this country more than I ever did before."

### Mr. Lovejoy Interviewed

**M**R. LOVEJOY, interviewed in Boston by S. F. Holland, a correspondent of *Distribution and Warehousing*, said conditions abroad were "far different from what they are here as regards about everything in relation to transportation and warehousing," and he declared that to men interested in warehousing it would be well worth taking a trip abroad just to study the docks and storage buildings if for no other reason.

"For example," Mr. Lovejoy said, "the

key walls on the Mersey River sides at Liverpool extend outside of the docks eight miles. All the docks are operated by what is known as the Mersey Docks and Harbor Board and are different in operation from the docks in this country.

"The waterways, of which there are many, are controlled by gates and the channels are especially adapted for different draughts of vessels.

"The thing that impressed me was the landing stage where the incoming steamships land passengers and baggage. This landing stage has every facility for doing it expeditiously. It is about 2500 feet long and for traffic purposes has nine bridges connecting it with the shore.

"This immense stage is subdivided into three sections, as follows: 1368 feet is allotted for seagoing steamships and seagoing tenders; 470 feet toward the middle is utilized for the goods and luggage traffic of the ferries; and 696 feet is for the exclusive use of the ferry passenger steamers plying on the Mersey.

"These sections are all equipped with the latest mechanical conveyances for transferring luggage to vessels and to railway carriers or other vehicles, or vice versa. There is also another railway, called the Riverside Railway, which connects with the wharf and in turn is connected with all the railroads where the

trains come in to take passengers direct through to London.

"Along these various waterways, adjacent to the docks, are miles of warehouses running from three to five stories in height, similar to the old-fashioned warehouses built in this country years ago. Construction is of brick and stone, and goods are mostly trucked into them from the docks.

"There is a dock tonnage rate which varies at different places according to the nature of the cargo. The charges are in the neighborhood of ten cents a ton. There are also charges of wharf rates on imported and exported goods. Then there are storage wharf rates where vessels and their cargoes remain over a certain period.

"From London down the Thames River one finds all along on both sides numerous warehouses and wharves where vessels and barges may load and discharge. These are owned principally by private firms, railroad companies, etc., for their own use.

"St. Katharine Dock is accessible to vessels of moderate size and has very large warehouses, of a capacity of 55,000 tons, and in addition wine and oil vaults of a capacity of 37,500 pipes (100 gallons a pipe). The London Docks adjoining have special premises for storing which are adapted and set apart for

### Some Figures on Costs and Rates in Warehouses Abroad

Compiled by T. A. Jackson

President Jackson Storage & Van Co., Chicago

FRANCE		Costs:
Wages of Packers, Drivers and Helpers	.....	\$1.20 per day
Hours—7 A.M. to 5 P.M. 2 hours off for lunch	.....	
Hay	.....	31.00 " ton
Oats	.....	.65 " bu
Gasoline	.....	.42 " gal.
		Rates charged:
Moving van and 4 men	.....	2.50 " hour
Packers	.....	.50 " "
Upright piano	.....	4.00 " "
Grand piano	.....	6.00 " "
Storage per van load of 600 cubic feet	.....	8.00 " month
Storage Upright piano	.....	.90 " "
Storage Grand piano	.....	1.50 " "
GERMANY		Costs:
Wages of Packers and Drivers—8 hours	.....	2.25 " day
Helper cares for horses—9½ hours	.....	2.60 " "
Hay	.....	24.00 " ton
Oats	.....	.65 " bu
Gasoline	.....	.40 " gal.
		Rates charged:
Van and 2 men	.....	1.50 " hour
Packers	.....	.50 " "
Upright piano, regardless of floor or distance	.....	3.00 " "
Grand piano, regardless of floor or distance	.....	5.00 " "
Storage per van load of 600 cubic feet	.....	8.00 " month
ENGLAND		Costs:
Wages of Packers—8 hours	.....	15.00 " week
Drivers and Helpers	.....	20.00 " "
Oats	.....	.70 " bu
Hay	.....	15.00 " ton
Gasoline	.....	.44 " gal.
		Rates charged:
Van and 4 men	.....	4.00 " hour
Packers	.....	.35 " "
Storage per van load of 600 cubic feet	.....	5.00 " month
Storage Upright piano	.....	1.00 " "
Storage Grand piano	.....	1.25 " "

housing, working and showing wools, wines and all other valuable goods. The storage capacity is about 200,000 tons. The wine and spirit vaults have 62,000 pipes; oil and rubber vaults, 24,000 tons. There are also accommodations at this dock for handling dairy goods. Besides, there are docks for the storage of timber and commodities of a similar nature, with an area of 191 acres.

"In the Greenland Dock special provision has been made for the accommodation of Canadian produce in warehouses of a capacity of 2,000,000 feet, with up-to-date cold storage facilities. A large trade in grain is handled at these docks, with accommodations for about 30,000 tons.

"The West India Docks are 241 acres in extent. They are situated on the northern part of the Isle of Dogs and are connected with the general railway system. The storage capacity of the warehouses there is about 160,000 tons, and that of the wine and oil vaults about 40,000 pipes, besides refrigerated accommodations for 20,000 carcasses of sheep. The quays are equipped with numerous and varied hydraulic, steam, electric and hand cranes. Many of the electric cranes are used for travelling purposes in the expeditious handling of the merchandise.

"The Milwall Dock is situated on the Isle of Dogs. Here an important general trade is done with vessels to and from the Baltic, Northern and Southern Europe and North and South America, but the special feature is the grain trade. The Central Granary has accommodations for 25,000 tons, and various other depots provide accommodations to the extent of about 35,000 tons. Adjacent to the Central Granary are four nests of transit silos with powerful pneumatic machinery for discharging grain from ships.

"The Royal Victoria and Albert Docks extend from Blackwall to Galleons Reach, a distance of three miles. This dock is equipped with many varied cranes and lifting appliances. The principal warehousing is in grain, tobacco and meat. At the Royal Albert Dock a large new cold storage plant has been erected and is now running, having a capacity of 646,000 carcasses of sheep.

"The new King George V Dock, recently constructed, will admit nearly all the largest ships afloat. It is provided with ample facilities and a powerful equipment. The Tilbury Dock, on the north side of the Thames opposite Gravesend, has a storage capacity of the sheds equal to about 250,000 tons. The quays are more than three miles long. A riverside concrete jetty, 1000 feet long, with railway connection and a depth of 30 feet of water alongside, having storage accommodations under its deck all provided with travelling electric cranes, has been constructed at Tilbury for cargo steamers. There are many other large docks with equally big storage capacities, with modern methods of handling goods.

"From my observation of the ware-

houses I should say they are not so tall but there are more of them and their areas are more extensive than warehouses here. The quantities of merchandise stored in them are enormous. Their wine vaults and special warehouses seemed to be filled to capacity. Another thing I particularly noticed was that they carried more 'spot' goods in their warehouses than we do in our own country. The Cutler Street Warehouses, Commercial Road Warehouse, the West Smithfield Cold Stores and the Charterhouse Street Cold Stores are all worthy of a visit. They occupy many acres of ground."

## Two Bits—"Our Insurance Dept."

(Concluded from page 39)

4. "Keep your aisles clean—
5. "Refuse to accept things of combustible nature—
6. "Do not smoke, inside—
7. "Do not clog entrance—

"And, with proper applications, the Rating Board may reduce your base within sixty days."

Our thanks, C.S., but it is not our base that needs reducing—it is where the belt goes round.

## Mr. Little Weds

Wilson V. Little, Chicago, executive secretary of the merchandise division of the American Warehousemen's Association, and Inez Orbison, Cleveland, were married on July 3 in Sidney, Ohio. After Oct. 1 they will live in Evanston, Ill.

## Correction

The president of the Van Owners' Association of Greater New York is James McGuire, head of James McGuire, Inc., furniture, packing and shipping, at 123 West Forty-ninth Street, New York City.

In the list of trade association changes, published on page 49 of the July issue of *Distribution and Warehousing*, it was printed in error that J. H. Coughlin is president. Mr. Coughlin is a former president.

## Toronto Merger

The assets and business of the Toronto Terminal Warehouse Co., Ltd., Toronto, Canada, have been purchased by the recently organized Canadian Rail and Harbor Terminals, Ltd., of the same city. The latter company's plant is now under construction and the acquisition of the first-named company gives the purchaser immediate use of approximately 150,000 square feet of floor space, which will be used pending the completion of the new structure. The Toronto Terminal Warehouse Co., Ltd., was established in 1917.

## Cotter Sells His Plants in Toledo and Mansfield, Ohio

WITH the organizing of the Pioneer Warehouse Co., in Mansfield, Ohio, W. Lee Cotter, head of what was known as "The Cotter chain of warehouses in Ohio," has disposed of the second unit of his "chain."

The Toledo branch, operating at 201 Cherry Street in that city, has been taken over by a group headed by O. A. Bay, who was the branch manager and who is now president of the newly-organized Toledo Terminal Warehouse Co., Inc., with R. A. Bay as vice-president, H. H. Duvendack as secretary-treasurer and G. H. Thomas as assistant secretary. The Toledo Terminal firm was incorporated last January with an authorized capital stock of \$35,000. It is a member of the Toledo Warehouse & Transfermen's Association and recently became a member of the American Warehousemen's Association.

The Cotter business in Mansfield has been taken over by the Pioneer Storage Co., organized by Fred Bair, the new company's president, who was manager of the Cotter plant; E. S. Wheaton, the new firm's secretary and treasurer, who was assistant secretary of the Cotter concern in Mansfield; and W. Scott Hagerman, the Pioneer's company's vice-president, who had been with the Cotter people in Mansfield for nearly twenty years.

The Pioneer company has established its business office at 131 East Fifth Street, with an up-town office at 40 West Third Street, which was Mr. Cotter's main office. In selecting the name "Pioneer" the incorporators gave consideration to the fact that C. D. Cotter, founder of the Cotter transferring business in Mansfield, was the city's pioneer in the moving and storage field, the old Cotter firm having been established in 1882. Both merchandise and household goods are stored and long distance moving service is operated. The Pioneer company incorporated with a capital of 500 shares of stock, no par value. "Improved equipment will be added and a few changes made to better the service to our customers," says a statement issued by the company.

W. Lee Cotter operates plants in Akron, to which he has removed, and Columbus. It is understood that at the Akron and Columbus warehouses much of the space is being leased on a rental basis.

## N. Y. Bad Oil Law

A statute which benefits motor truck owners in New York State went into effect on July 1 in that State, penalizing the use of spurious oils in internal-combustion engines. Sponsored by the American Fair Trade League of New York, this law is expected to save motorists many millions of dollars a year, according to Albert Ottinger, State Attorney General, through cutting down the selling of spurious oils as a lubricant by dishonest garage owners.



## "Pirate" Dray Competition Hurts Industry, Says Turner

**W**ARNING that drayage companies are becoming serious factors in the storage and distribution field was given to the warehousemen of California, at their recent convention in Coronado, by Merle E. Turner, manager of the Los Angeles Warehouse Co., Los Angeles. In part Mr. Turner said:

"Using Los Angeles as an example, ten years ago more than 50 per cent of the storage and distribution of all commodities—excepting household goods—was virtually all handled by two lines of industry. Storage was received and stored by warehouse companies, and distribution of both the commodities going into storage and those distributed direct from the car was handled by drayage concerns.

"Today this situation has been completely changed. Competition directed at the warehouseman eventually will force him into direct competition with the drayage companies in order to protect his storage accounts. I fully believe that the warehouseman who does not offer his clients the proper drayage facilities soon will find his buildings empty.

"Analyzing the situation, we find that motor truck manufacturers are largely responsible. Trucks are sold to individual truckmen on a very small down payment, and often without any security. This truckman operates at actual cost, figuring only on a return sufficient to pay his monthly installment, cost of oil and gasoline, repairs and upkeep, and a small wage for himself. Depreciation and overhead are not considered. Therefore he usually runs his business at a loss. Eventually the business fails and the truck is returned to the factory agent, who, in turn, brings about the same result again by a resale of the used truck or the sale of a new one to some other person without any capital but ambitious to become a drayman.

### Procedure Suggested

"Within the past few years virtually all of the large and responsible drayage companies have built or leased warehouses of their own, and have gone into the warehousing business as direct competitors with us. Hundreds of local and Eastern factories have erected their own warehouse plants on the Pacific Coast and are operating independently of the public warehouse. The local factory representative, seeing nothing but the saving of dollars and cents on his distribution, has not yet been educated to the service and protection offered by the responsible storage warehouses. Consequently he has permitted himself to be drawn away from the public warehouse to the irresponsible drayman who may not have the proper means of handling the surplus of storage of the particular commodity represented by this agent.

"On the basis of these conditions, I would suggest the following procedure by the warehousemen:

"First, make the necessary arrangements to acquire by lease or purchase the proper trucking facilities for the handling of your business.

"Second, affiliate with a local trucking association, or induce the responsible trucking companies to make application for membership in the local branch of the warehousemen's association, thus bringing about a uniformity of distribution cartage rates between drayage companies and the warehousemen.

"I am convinced that the time has come when the Pacific Coast warehouseman, through adequate advertising, must educate the Eastern manufacturer that it is more profitable for him to distrib-

## McClintock Writes Musical Fantasy

**H. R. McCLINTOCK**, president of the McClintock Storage Warehouse Co. of San Diego, Cal., is writing the book for a musical fantasy, "A Hop, Skip and Jump Around the World," which F. Ray Comstock, New York theatrical producer, plans to present during the coming theatrical season.

Mr. McClintock recently returned from a four months' tour of the world in company with Mr. Comstock, having visited Egypt, Ceylon, India, China and Japan. During this journey they engaged performers of note in various foreign cities.

ute his goods through a public storage warehouse than any other way.

"Production in this country continues to rise at the rate of 10 per cent a year. This indicates clearly that there is a constant trend toward increased distribution. The public warehouseman can effect economy in this respect by a service of delivery from the factory to the store door, the merchandise meanwhile being always under the care of a responsible organization until actually delivered to the consignee.

"That which concerns us warehousemen very vitally today is the elimination of the unnecessary handling and re-handling of merchandise. To meet the challenge of the 'pirate class' of draymen, every warehouse handling distribution should consider ways and means of cutting its operating cost to such an extent that it can render the highest degree of efficient distribution at the lowest possible cost to render the warehouseman a legitimate return on his investment."

### Loudon With Central Company

Announcement is made by the Central Van & Storage Co., Seattle, Wash., that M. A. Loudon has been made manager. Mr. Loudon was formerly secretary of the Eyres Storage & Distributing Co., Inc., of the same city.

## Sawyer Uses "Safety Van" Mounted on a Bus Chassis

(Concluded from page 25)

itself is relieved from vibration and shocks, as well as having an easier time of it on sharp turns at high speed, giving greater safety for the fragile articles stored within.

These new features are all valuable in making the long hauls undertaken as a specialty by this operator, where frequent stretches of bad road are encountered and the low center-of-gravity obtained by using the bus chassis effectively prevents side-sway, injuries to the body, the shifting about of the load, or any other hazard which might come up in running at 35 miles an hour with a 5-ton load.

The body itself is made completely of oak, with veosote panels, and is 16 feet long from the back of the driver's cab. It is 7 feet 4 inches wide and of 7 feet 6 inches average height, inside measurements, and has a 4-foot drop tail gate.

The inside of the van is strongly slatted with wood strips, and the roof is reinforced with ½-inch by 4-inch T&G, in full lengths, tied into place with strong, springy bows. On the outside it is covered with No. 10 oil duck, and the painting is gray, with red trimmings, ornamented with advertising in gold leaf shaded lettering.

For the driver there is a fully enclosed cab, with an individual bucket seat, and there are drop sashes, glazed, in the tops of the two doors of the cab.

With this piece of equipment the movement of any articles may be undertaken with the maximum degree of safety assured.

(See photograph on page 43)

### Sarasota Company Builds

The \$60,000 warehouse which is being constructed by the Sarasota Transfer & Storage Co., Sarasota, Fla., is expected to be completed some time in September. The site is at Orange Avenue and Eighteenth Street, and the plant will be served by a 500-foot track leading from the Atlantic Coast Line Railway. The warehouse will be operated by the Binz Warehouse Co., a subsidiary of the transfer firm. Plans call for a four-story structure, two stories of which are being erected now—of reinforced concrete and tile.

### O. K. to Build in Louisville

The O. K. Storage & Transfer Co., operating in various southern cities, has purchased property, 86 by 140 feet, at 1104-1110 East Broadway, Louisville, Ky., and plans to erect a six-story \$150,000 warehouse for the storage of household goods. When the plant has been completed the company will remove to it the business now located at Eighth and Main Streets.



This Model KA Autocar was recently put in service by Van Parys Moving & Storage Co. of Detroit.

Direct Factory  
Branches or  
Affiliated  
Representatives  
in 64 cities

\*Albany  
\*Allentown  
\*Altoona  
\*Atlanta  
\*Atlantic City  
\*Baltimore  
\*Binghamton  
\*Boston  
\*Bronx  
\*Brooklyn  
\*Buffalo  
\*Camden  
\*Canton, Ohio  
\*Chattanooga  
\*Chester  
\*Chicago  
\*Cleveland  
\*Columbus  
\*Cumberland  
\*Dallas  
\*Denver  
\*Detroit  
\*Erie  
\*Fall River  
\*Fresno  
\*Harrisburg  
\*Indianapolis  
\*Jersey City  
\*Lawrence  
\*Los Angeles  
\*Memphis  
\*Miami  
\*Newark  
\*New Bedford  
\*New Haven  
\*New York  
\*Norfolk  
\*Oakland  
\*Paterson  
\*Philadelphia  
\*Pittsburgh  
\*Providence  
\*Reading  
\*Richmond  
\*Rochester  
\*Sacramento  
\*San Diego  
\*San Francisco  
\*San Jose  
\*Schenectady  
\*Scranton  
\*Shamokin  
\*Springfield  
\*St. Louis  
\*Stockton  
\*Trenton  
\*Washington  
\*West Palm Beach  
\*Wheeling  
\*Wilkes-Barre  
\*Williamsport  
\*Wilmington  
\*Worcester  
\*York

\* Indicates Direct Factory Branch

## Autocar trucks work 53 weeks a year

**T**ALK about day-light saving! It's work-time saving that counts, and just one "truck hour" is an important space of time, as every truck owner knows.

Watch any Autocar truck for a block or two and you'll see some work-time saving that will surprise you.

Each time the Autocar picks the hole in traffic, more quickly because of short wheelbase, it saves seconds. At every stop, to take on or deliver a load in some narrow, crowded place, minutes are saved.

Only 20 such minutes saved a day for 312 days means 52 added profitable "truck hours" a year—or more than an extra week's work.

*Hundreds of movers stand ready to tell you of the lower hauling costs and higher net profits that Autocars are giving them. Write for FREE copy of booklet, "Autocar Trucks and Those Who Use Them for Moving Furniture."*

**The Autocar Company**

ESTABLISHED 1897

**Ardmore, Pa.**

# Autocar Trucks

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Minnesota Moving Firms Do Not Require State Permits

**M**OVING vans are not subject to the terms of Minnesota's motor vehicle Act of 1925 according to a recent ruling by the Minnesota Supreme Court reversing the Hennepin District Court and the orders of the State Railroad and Warehouse Commission. This means that household goods moving companies may operate without taking out permits from the Commission.

According to the Supreme Court's decision a company performing intermittent service, subject to call for delivery anywhere within the State, is not required to file its rates and schedules and get a certificate of convenience and necessity from the Commission. However, the case of each individual company must be decided on the facts, the court held.

The case under advisement was that of the Boyd Transfer and Storage Co., Minneapolis, which did not file with the Commission an application for the right to operate. The Boyd company contended that its vans did not operate between fixed termini but were engaged in intermittent service.

The Commission issued an order, after a hearing, to all moving companies to file applications. Some of them did, but the Boyd company appealed to the Hennepin District Court. This tribunal sustained the Commission's order, holding that, even if termini were not defined, the law intended that moving companies should come within its provisions. It was upon the Boyd's appeal from this ruling that the Hennepin tribunal's view was overruled. The Supreme Court said in part:

"Under the nature of the defendant's business stated it is assumed but not decided to be a common carrier of freight by motor truck. Defendant hauls household goods from Minneapolis to other points within a radius of 600 miles. It does not operate according to a schedule. The routes and termini of its hauls are not predetermined by plan or custom. They are wholly subservient to occasion and constantly varying requirements.

"Held that the defendant is not operating between fixed termini or over a regular route so as to be subject to Chapter 185, general laws 1925."

According to H. H. Chamberlain, president of the Boyd company, the Minnesota transfermen consider the decision as a decisive victory, as they have maintained that their services were available to the public only as private characters. The Commission by its order sought to class transfer companies as competitors of railroads and scheduled truck lines, he said, and the comparison was unfair.

"Our company, for example," he declared, "will contract with a person to move his household goods 50 feet or 500 miles. In a very great majority of cases our trucks never make the same trip twice. Our operation is entirely different from that of a railroad or truck line,

which runs freight cars or trucks on schedule, over permanent routes and between fixed termini. The State proposed to establish zones within which the companies could operate. This would have necessitated transferring long haul shipments from one vehicle to another, slowing up deliveries and increasing costs."

Ivan Bowen of the Commission said: "The Commission sought a construction in an effort to make the law workable in view of the situation. The regu-

lar truck carrier who is required to obtain a certificate of public convenience and necessity furnishes everyday service, and must be covered by bond and insurance, is now at a disadvantage with the transfer companies who cover the same territory at their own convenience.

"The only remedy is for the Legislature to exempt freight trucks from the Act or include the transfer companies doing business between separated terminals."

## Old Family Album

(Concluded from page 38)

with money, was let in. Worse than ever, because the new man didn't fit. Mr. Daniel sold. Having entered with nothing except his credit, he came out with a nice nest-egg—and substantially larger credit!

Took a job with a thresher company, pending another opening. Learned a lot about heavy machinery—what he learned being later valuable, as heavy machinery is one of his present company's chief lines in storage and distribution. Was offered a job by a transfer and storage company. Managed the company's office for a year—general manager.

Affairs were getting better and better. So—his smile can be credited with the fact that he now added another heavy responsibility. He got married.

Ten years after going to the storage company as office manager he bought the business, becoming sole owner and general manager; that was in 1914. He was president and held the rest of the offices as well. His savings from the printing enterprise had been invested, and multiplied; he had saved out of his salary. But the bulk of the money for buying the stock of the storage company he borrowed.

W. A. Sammis had been employed shortly prior to 1914, secured from a railroad office. Mr. Sammis was the first outsider to buy stock in the company. Mr. Daniel and Mr. Sammis, the latter now secretary and general manager, have developed it substantially during the past twelve years.

They're two of a kind. Never fully satisfied; always trying to do things a little better, or to do more of them. So they have constantly expanded, adding equipment, devices, buildings. They now, since additions in 1925 and 1926, have about \$400,000 in property, with 724 feet of street frontage, more than half an entire square block, with trackage for 22 cars spotted at one time. In 1914 the company had 50,000 square feet of space. Today it has more than 200,000 square feet, in four buildings added one at a time, but adjoining or separated by tracks jointly used. They have ground in the tract, too, on which new buildings may be erected—a layout capable of large expansion.

Here's one lesson that Mr. Daniel has learned: It is that one isn't necessarily loading himself up with a mountain of work just because he is building his busi-

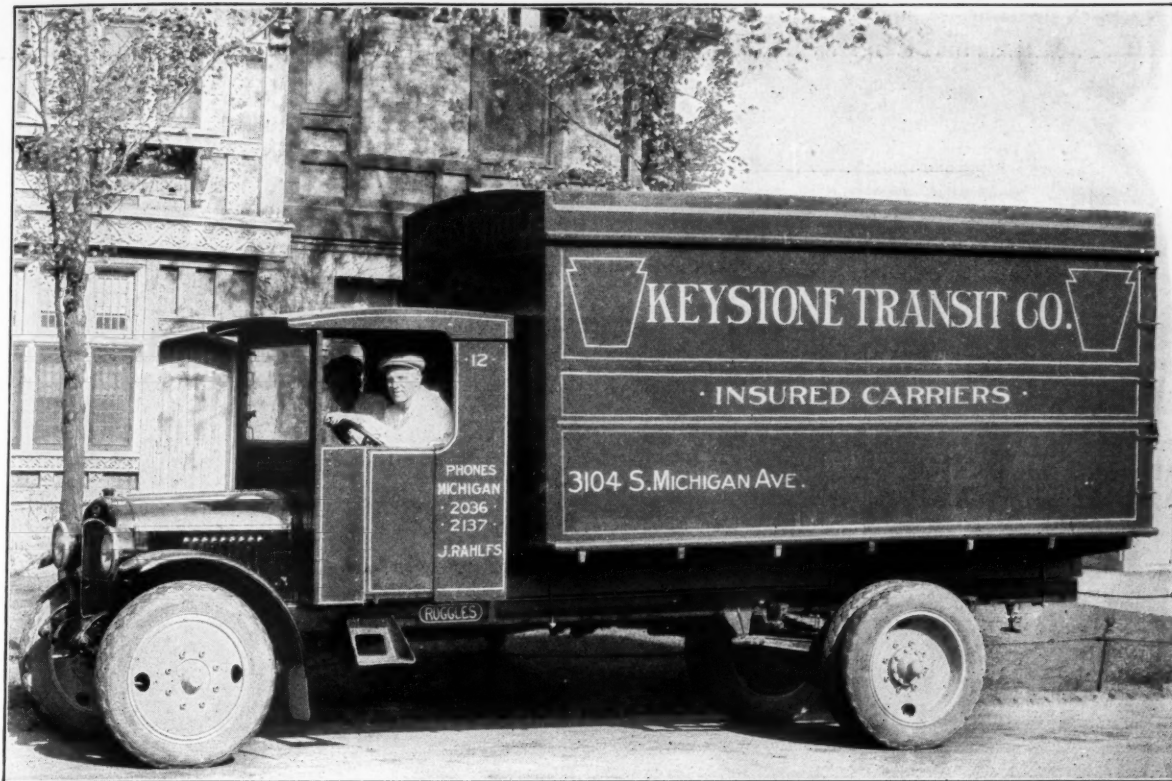
ness bigger! For, the larger the business grew, and the more work there was to do, the less of burden there was on the head of the concern! Parallel with the expansion, he surrounded himself with an expanding, competent and capable organization. So the business wasn't enough to challenge all his energies. He saw things to do outside, for the industry, the district, the community. He responded to these opportunities for service—many of which he himself conceived and promoted.

His most valuable contribution perhaps has been to his own business section, the Central Industrial District, where are all the main freight stations of the twelve railroads serving Kansas City, many manufacturing plants, and most of the large jobbing and wholesale houses requiring switch track facilities. He called a meeting; the Central Industrial District Association was organized. He was elected president, and was recently chosen president for the third time. He was one of the organizers of the Kansas City Warehousemen's Association; has twice been its president. He has been active in the Chamber of Commerce for years, having served on many committees. He was president of the Club Presidents' Round Table, which represents about fifty civic bodies, for one term. He has been active in many other civic projects and bodies, including the various "drives," and was general of division No. 1 in the recent allied Charity Drive. He is a Rotarian and member of Masonic bodies. With the multifarious other interests, he continues constant attention to the organization work in his own industry, being found at State and national conventions. He was recently elected vice-president of the Missouri Warehousemen's Association. At the same time, Mr. Sammis has been active in warehouse circles and is now president of the Kansas City Warehousemen's Association.

Recreations? Mr. Daniel hasn't time for sports when in Kansas City. Maybe he doesn't feel any call to them—it's such fun working at the warehouses, or in the civic bodies. He goes away for refreshment—has had a cabin, boat, horse and saddle, kept for him through the year for his annual month in summer in the Ozarks. He shuts the door of business, and lives next to nature for that month.

—B. S. Brown.





**RUGGLES Motor Trucks are attaining an enviable reputation among the warehousing fraternity for their absolute dependability on long distance hauls where speed is essential and a low maintenance cost necessary.**

**Write for detailed information**

**RUGGLES MOTOR TRUCK COMPANY**

**SAGINAW, MICHIGAN, U. S. A.**

*Member Motor Truck Industries, Inc.*

# RUGGLES

**IT'S A GOOD JOB**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Construction, Removals, Purchases and Changes

W. W. Aderson and associates, Mercedes, Tex., are planning a \$15,000 1-story warehouse, 100 by 110 feet.

Alabama Warehouse & Gin Co., Troy, Ala., has plans for a \$60,000 addition to its plant at South Oaks and South Three Notch Streets.

Binz Warehouse, Inc., Sarasota, Fla., has plans for a \$25,000 1-story warehouse.

Canadian Rail & Harbor Terminals, Ltd., Toronto, has acquired the property and business of the Toronto Terminal Warehouse Co., Ltd.

Carolina Transfer & Storage Co., Charlotte, N. C., has plans for a \$160,000 warehouse on West Morehead Street.

Carthage Transfer & Storage Co., Carthage, Mo., has preliminary plans for a \$75,000 modern fireproof warehouse.

Louis Cella, warehouseman and expressman on East 170th Street, New York, plans a \$75,000 addition, 25 by 105 feet, to his present storage business.

Central Storage & Warehouse Co., Newark, N. J., recently organized, has acquired a warehouse at 68 Commercial Street and will remodel and improve it as the company's initial unit.

Delta Cold Storage Co., Pharr, Tex., is erecting a \$30,000 1-story cold storage warehouse, 72 by 100 feet.

Detroit Transfer Co., Detroit, has plans for a \$40,000 garage, 60 by 90 feet, on 12th Street, for its trucks.

D. W. Dunn Storage Co., Boston, has plans for a \$165,000 6-story warehouse, 90 by 105 feet.

Ennice Ice Co., Ennice, Tex., will build a \$45,000 cold storage warehouse and ice plant.

E. D. Fryer, Milwaukee, is planning to build a \$400,000 4-story and basement warehouse, 85 by 480 feet, on South Water Street.

Hansen Storage Co., Milwaukee, has filed plans for a 3-story warehouse, at the foot of Erie Street, to cost about \$275,000—a smaller sum than previously contemplated.

Helena Wharf Improvement District, Helena, Ark., will build a \$220,000 terminal warehouse, 100 by 300 feet, on the riverfront.

Holtville Ice & Cold Storage Co., Holtville, Cal., has completed plans for a \$40,000 addition.

Imperial Ice & Development Co., Imperial, Cal., has plans for a \$40,000 cold storage warehouse and iceplant in Mexicali, Mexico.

Independent Warehouses, Inc., New York City, has taken over under lease a portion of buildings at 398 Greenwich Street and 127-135 Charlton Street and will remodel and occupy for extensions in its warehouse system.

Mack Warehouse, Inc., Philadelphia, has taken bids for a \$75,000 warehouse in the Nicetown district.

Matson Navigation Co., San Francisco, plans to build a \$100,000 warehouse, 118 by 138 feet, at Bryant and Main Streets.

Montreal Rail & Harbor Terminals,

Ltd., Montreal, a subsidiary of the Canadian Pacific, is completing plans for a \$5,000,000 terminal warehouse project, including a cold storage plant, on Craig Street, East.

Morgan's, Inc., Boston, has plans for a \$200,000 6-story warehouse, 70 by 140 feet, on Massachusetts Avenue.

Murray Van Co., New York City, has taken over under a 21-year lease the 5-story warehouse at 2464 Amsterdam Avenue.

National Ice & Cold Storage Co., Corona, Cal., is planning improvements to cost about \$20,000.

Orange County Ice Co., Fullerton, Cal., will build a \$20,000 cold storage warehouse and ice plant, 66 by 110 feet.

Pacific Housewares Co., Los Angeles, has plans for a \$150,000 3-story and basement warehouse on Factory Place near Alameda Street.

Pacific Southwest Warehouse Co., Los Angeles, has arranged with the Charles F. Kane Co., San Francisco, for warehousing service in that city.

Pacific Transportation Co., Los Angeles, is planning a brick and steel warehouse, with monorail system for handling goods, on East 61st Street. The building will be 80 by 170 feet.

People's Ice Co., Wichita Falls, Tex., has plans for a \$115,000 4-story cold storage warehouse.

H. C. Ploof and associates, South Jacksonville, Fla., have plans for a 2-story warehouse, to contain about 8,000 square feet of floor space, at Walnut Street and Myrtle Avenue.

Port Canaveral Terminal Co., Orlando, Fla., recently organized, has plans for a \$150,000 warehouse and freight terminal at Canaveral, Fla.

Prudential Storage & Moving Co., Los Angeles, has begun construction of a \$90,000 warehouse, to contain 46,000 square feet of floor space, on South Vermont Avenue.

Rapides Compress & Warehouse, Inc., Alexandria, La., has plans for a \$100,000 warehouse and compress equipment.

Rockford Growers' Warehousing Corp., Rockford, Wash., is considering building a \$60,000 warehouse to replace a structure recently destroyed by fire.

St. Louis & San Francisco Railroad Co. is perfecting plans for a \$5,000,000 group of terminal warehouses, with export facilities, in Pensacola, Fla.

Service Storage Co., Rochester, N. Y., is erecting a warehouse which is expected to be completed on or before Nov. 1.

Shipside Density Compress Co., Galveston, Tex., has plans for a \$1,000,000 bonded cotton storage warehouse, with about 3,500,000 bales capacity, at Avenue E and 45th and 47th Streets.

South Jersey Warehouse Co., Camden, N. J., has purchased the 3-story warehouse building the first floor of which it occupied, at 1300 Pine Street, and an adjoining plot of land. The acquisition gives the company 80,000 square feet of floor space in four buildings and two acres of land for outside storage space. The company has released its plant at Sixth and Jackson Streets and will cen-

(Concluded on page 58)

## New Incorporations Within the Industry

Atlantic Warehouse Co., New Haven, Conn.—Warehousing and transferring. Capital, \$60,000. Incorporators, S. S. Sutta, B. Teitelman and Frank Teitelman.

William J. Belford Moving Van Co., Brooklyn.—General transportation of household goods, etc. Capital, \$25,000. Incorporators, W. J. Belford and A. J. Roche.

California Ice and Cold Storage Co.—To construct and operate cold-storage warehouses along the Pacific Coast. Capital, \$5,000,000.

Clark County Warehouse Co., Vancouver, Wash.—Capital stock, \$35,000. Incorporators, C. A. Sperber, W. C. Franklin and L. M. Jones.

Cole's Motor Express Co., Poughkeepsie, N. Y.—General transferring and trucking. Capital, \$50,000. Incorporators, S. F. Cole, W. H. Cole and A. Cole.

J. T. Dailey Warehouse and Transfer Co., Greensboro, N. C.—General warehousing and transferring. Capital, \$100,000. J. T. Dailey is principal incorporator.

Delta Cold Storage Co., Pharr, Tex.—Cold-storage warehousing. Capital, \$25,000. Incorporators, P. S. Devine and M. H. Lowrie.

Francis Moving and Trucking Corp., New York City.—Transferring and trucking. Capital, \$5,000. Incorporators, I. Gross, M. Korn and D. Finkelstein.

General Storage and Warehouse Co., Newark, N. J.—General warehousing and transferring. Capital, \$100,000. Incorporators, Horace A. Bonnell, Robert M. Hillas and Alexander Starr.

F. H. Hanlon Public Storage Co., Batavia, N. Y.—General storage and warehousing. Capital, \$25,000. Incorporators, F. H. Hanlon, owner of the present company which bears his name and which was established in 1897, and F. C. Sawyer.

Kessel Brothers Storage Co., Chicago, formerly Kessel Bros.—General warehousing and transferring. Capital, 500 shares of stock, no par value. Incorporators, M. J. Rieck, E. M. Coyle and R. H. Krammes.

Manchester Terminal and Warehouse Co., Houston, Tex.—Capital stock, \$1,000,000.

Moore & Fleenor, Inc., Bristol, Va.—General storage warehousing, with special facilities for automobiles. Capital, \$10,000. C. P. Moore is president.

Moore's Storage Warehouse, Inc., Bridgeport, Conn.—General warehousing and transferring. Capital, \$100,000. Incorporators, M. E. Moore, Clarence A. Moore and George P. Moore. The last-named is president of the present firm, known as Moore's Storage Warehouse, established in 1895.

National Motor Service Corp., Philadelphia.—Express and trucking. Capital, \$5,000.

New Bedford Transportation Co., New Bedford, Mass.—Transferring and trucking. Capital, \$100,000. Arthur Barron

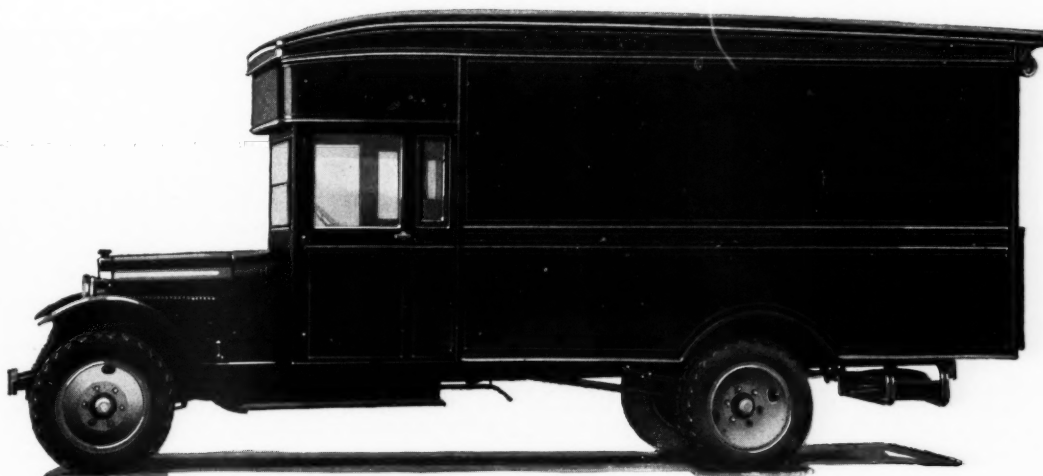
(Concluded on page 58)

# Truck Service Problems

Whether operating one truck or a fleet, service is a factor of prime importance in your business. Trucks must be kept busy and earning. Performance has demonstrated the dependability of Graham Brothers Trucks.

But when service is needed there is an experienced Dodge Brothers dealer near. The service is efficient. Shop well equipped. Men trained and experienced. Parts are obtainable at low costs without delay.

[Graham Brothers Trucks, with Dodge Brothers  $\frac{3}{4}$ -Ton Commercial Cars, meet 90% of all haulage requirements.]



FURNITURE VAN BODY MODEL B-472—CHASSIS LBM WITH DUAL DISC WHEELS  
LOADING SPACE—Inside length 144", Inside width 72", Inside height 78".

**LBM Low Chassis, 158" wheelbase \$1365**

FB Chassis, 158" wheelbase • \$1315

1½-Ton Chassis 140" wheelbase 1245

1-Ton Chassis (G-BOY) • 885

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**GRAHAM BROTHERS**

Evansville — DETROIT — Stockton  
A DIVISION OF DODGE BROTHERS, INC.  
GRAHAM BROTHERS (CANADA) LIMITED—TORONTO, ONTARIO

# GRAHAM BROTHERS TRUCKS

**SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## New Incorporations Within the Industry

(Concluded from page 56)

is president and Morris Lichtenstein of Malden is treasurer.

**Owen Warehouse, Inc.**, Oxford, N.C.—General warehousing. Capital, \$50,000. Incorporators, E. N. Clement and J. E. Knott.

**Palace Storage Warehouse Corp.**, Chicago.—General warehousing and carting. Capital, nominal, \$1,000. Incorporators, R. R. McCracken, R. C. Kellogg and I. F. Sweeney.

**Pan-American Storage Co.** of New Jersey, Inc., Newark, N. J.—General warehousing. Incorporators, John M. Scobel, Arthur Brandwein and Arthur H. Hart.

**Pioneer Storage Co.**, Mansfield, Ohio.—General storage warehousing. Capital, 500 shares of stock, no par value. Incorporators, E. S. Wheaton, who was assistant secretary of the W. Lee Cotter Warehouse Co., which the Pioneer company succeeds in Mansfield; Fred Bair, who was the Cotter company's manager, and W. S. Hagerman.

**Progressive State Safe Deposit Co.**, Chicago.—General warehousing. Capital, \$100,000. Incorporators, Gerson Guthman, Fred F. Block and Victor H. Thiele.

**Reich Brothers Long Island Motor Freight, Inc.**, Patchogue, N. Y.—Transferring and trucking. Capital, \$200,000. Incorporators, O. Reich and G. Reich, Jr.

**Rochester Ice and Cold Storage Utilities, Inc.**, Rochester, N. Y.—General cold-storage warehousing. Company is taking over and consolidating a number of local going concerns. Capital, \$1,000,000. Incorporators, Frank L. Conrad, president of the Flower City Cold Storage and Ice Corp.; G. V. Knight and E. P. Junkins.

**Salisbury Transportation Co.**, Alliance, Ohio.—To operate a motor freight transportation system between cities including Alliance and Canton. Capital, \$13,000. Incorporators, H. E. Salisbury, Sadie Salisbury, Ellen T. Slettery, Sydney L. Geiger and Rose F. Geiger.

**Seaboard Terminal and Refrigeration Co.**, Jersey City, N. J.—General cold-storage warehousing. Capital, \$2,000,000.

**Smith Motor Express, Inc.**, Bridgeport, Conn.—Transferring and express. Capital, \$50,000. Incorporators, S. F. Primrose, A. M. Deery and William J. Buckley.

**Tatum-Turner Transfer Co.**, Greensboro, N. C.—Transferring and trucking. Capital, \$100,000. Incorporators include B. B. Tatum.

**Wallabout Market Warehouse Corp.**, Brooklyn.—General and cold-storage warehousing. Capital, \$50,000. Incorporators, A. Zwoden and Y. M. Longo.

**Waterfront Service Corp.**, Brooklyn.—Warehousing and forwarding. Capital, 200 shares of stock, no par value. Incorporators, Betty Kolden, Delia Lieberman and Abraham Traub.

**Willoughby Terminals Co.**, Willoughby, Ohio.—Terminal storage business. Capital, 1000 shares of stock, no par value.

Incorporators, C. C. Ford, D. K. Ford and W. R. Keifer.

### Atlantic States Reorganization

Completion is announced of the reorganizing of the storage warehouse business formerly conducted by the Eastern States Warehouse & Cold Storage Co. and its temporary successor, the Atlantic States Warehouse & Cold Storage Co., Springfield and Lowell, Mass.

A permanent firm—the Atlantic States Warehouse & Cold Storage Corp.—now operates the business, with Howard E. Jackson in charge at Springfield and A. V. Harrington at Lowell.

The new corporation, having an authorized capital of \$100,000, of which \$50,000 will be paid in at the call of the directors, is a subsidiary of the Massachusetts Cities Realty Co., which owns the warehouse properties on Liberty Street and Springfield and Jackson Street, in Lowell, together with real estate in Boston, Worcester and Haverhill. The officers and directors of the new corporation are announced as follows:

President, Clarence L. Tower, of the State Street Trust Co., Boston, and a director of the realty company. Vice-presidents: Bowen, Tufts, vice-president of C. D. Parker & Co., Inc.; Howard E. Jackson, manager of the Springfield warehouses, and Arthur V. Harrington, managing the Lowell warehouses. Treasurer, Charles R. Adams, treasurer of the realty company; assistant treasurer, Edward L. Bennett, a director of the Cambridge Trust Co. and of C. D. Parker & Co., Inc. Directors: Chauncey D. Parker, president of C. D. Parker & Co., Inc.; Joseph Balch, a director of the realty company and a director of the Columbian National Life Insurance Co., Boston; Henry F. Palmer, a director and general manager of the realty company, and Mr. Tower and Mr. Tufts.

### Municipal Dock Ruling

Storage space at the municipal terminals in Portland, Ore, is intended for freight handled in water commerce and cannot be rented to transfer companies for warehouse use, the Portland Dock Commission decided, at a meeting on July 8, in considering the application of the Heppner-Portland Truck Line for rental of space at Terminal No. 1.

The Commission held that such use of municipal terminal space not only would be contrary to that for which it was intended but that the application if granted would lead to the making of further requests.

### Bietenduefel with Johnstown Co.

H. A. Bietenduefel, superintendent of the Duquesne Warehouse Co., Pittsburgh, was, effective July 20, appointed by the board of directors of the Johnstown Terminal Storage Co., Johnstown, Pa., as superintendent. He will continue as superintendent of the Duquesne firm.

## Construction, Removals, Purchases and Changes

(Concluded from page 56)

tralize its business at the Pine Street address.

**Terminal Warehouse Co.**, New York, has leased its building at 620-622 West Twenty-eighth Street to the Willard Storage Battery Co. for the latter's eastern distribution branch.

**Union Storage & Warehouse Co.**, Charlotte, N. C., will build a \$100,000 3-story warehouse, 80 by 100 feet, on West Morehead Street.

**Wagner Fireproof Storage & Truck Co.**, Springfield, Ohio, has begun construction of a \$50,000 concrete and steel warehouse, for storage of household goods along the Pennsylvania Railroad tracks.

**Waxahachie Ice Co.**, Waxahachie, Tex., has plans for a \$25,000 1-story cold storage warehouse and iceplant.

### New Wilmington, Del., Plant

The Security Fireproof Storage Co., in Wilmington, Del., has put into operation a recently constructed \$60,000 six-story warehouse, which will be used largely for storage of furs, tapestries, clothes, rugs, etc. Refrigeration plants will be installed on the first two floors. The building adds 100,000 cubic feet of space to the company's capacity.

F. J. Holmes, a skilled furrier, has been retained to take charge of the fur vaults.

### Philadelphia Firm Incorporates

Announcement is made by the Advance Storage Co., Philadelphia, that it has incorporated with S. S. Johnson as president, M. A. McDevitt as vice-president, D. S. Edmonds as secretary, M. B. Johnston as treasurer and A. D. Mooney as assistant manager.

Three floors, to be completed about Sept. 1, are being added to the company's fireproof warehouse at 5521-5523 Market Street, making six floors and basement.

### Cathcart Absorbs Camp-Daniel Co.

The Cathcart Van & Storage Co., Atlanta, Ga., has purchased the business and warehouse of the Camp-Daniel Transfer & Storage Co., Inc., of the same city. Warwick N. Daniel has joined the Cathcart firm as solicitor and publicity man, it is announced by T. F. Cathcart, president of the Cathcart company. Mr. Daniel was president of the Camp-Daniel concern, having recently purchased the interests of F. H. Camp, the former president.

The Camp-Daniel company, established in 1918, operated about 40,000 sq. ft. of storage space for both household goods and merchandise and was a member of the National Furniture Warehousemen's Association and the Southern Warehousemen's Association, with which the Cathcart firm is identified. The Camp-Daniel warehouse is at 16 Central Avenue.



One of the fleet of GMC Trucks in the service of System Delivery Co., Seattle, Wash. This truck makes the round trip from Seattle to Bellingham, Wash., every night, hauling the Seattle Post Intelligencer, and does transfer work during the day, running approximately 7000 miles per month.

These GMC features mean

# Low Running Expense

and greater truck profits

Gas; oil; tires;—these items of expense can make or break your truck profits. The GMC you buy today is the direct result of 24 years of successful truck building. And this long experience, plus General Motors unusual engineering and manufacturing facilities, has developed features which *reduce the running expense of GMCs to a point which is attractive to the operator.*

## Engine

Each cylinder wall is a separate removable sleeve—accurately machined to even thickness. Expansion and contraction are therefore equal in all parts insuring a *continuous close-running fit of the pistons* and preventing loss of power.

Light weight pistons and connecting rods reduce fuel and oil consumption.

Unusually accurate valve action saves fuel.

GMC system of oil straining saves oil.

The plain tube carburetor, with its simple and easy adjustment insures real fuel economy.

## GMC 2-Range Transmission

[Giving 9 different gear ratios]

Effects great fuel savings by allowing all work to be done with the engine operating at its highest efficiency. Also it saves tires because heavy loads can be started without jerking. An exclusive GMC feature on all models of 2½ tons and larger.

## Rear Axle

Provided with radius rods to relieve springs of driving thrust. Springs absorb starting and driving torque, resulting in greater pulling ability and more tire mileage.



Sold and Serviced Everywhere by Branches, Distributors and Dealers of

**GENERAL MOTORS TRUCK COMPANY, Pontiac, Michigan**

A DIVISION OF YELLOW TRUCK AND COACH MANUFACTURING COMPANY

GMC 1, 1½ and 2½ ton trucks  
Co GMT Co—1926

Yellow Cabs

Yellow Coaches

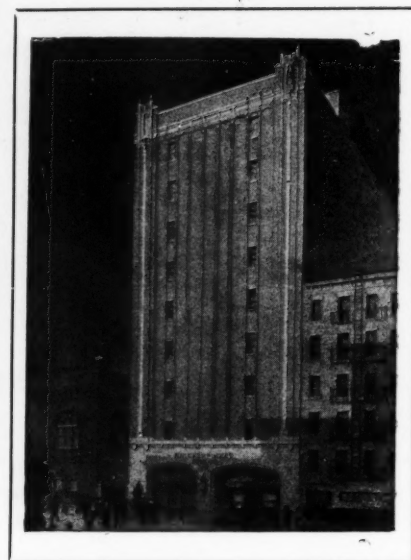
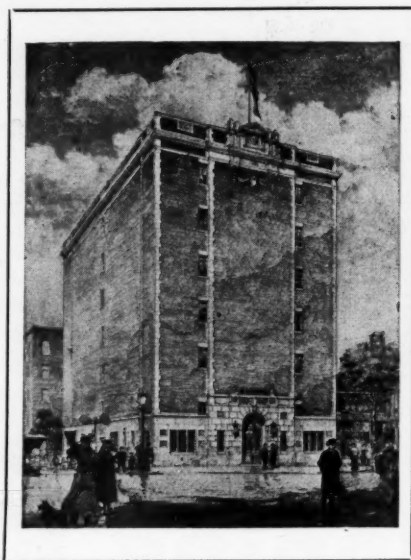
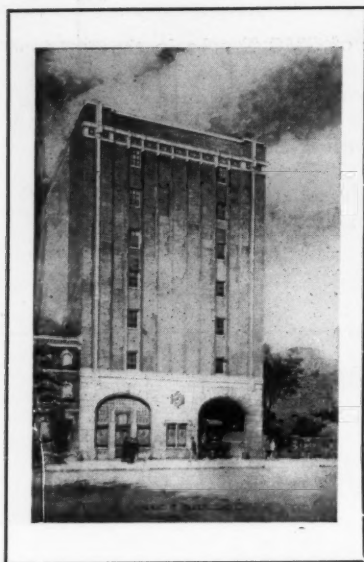
GMC Big Brute 3½ and 5 ton trucks

Yellow Light Delivery Trucks

GMC Big Brute 4 to 15 ton Tractor Trucks

Hertz Drivursel Cars

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## Too Late---

The warehouse owner is often brought face to face with a loss he cannot overcome as the direct result of WASTE SPACE—that greatest of handicaps.

### We prevent such occurrences

Moore's & Dunford Specialized Service has saved owners thousands of dollars and has made thousands of dollars for those whose warehouses have been built from our plans and under our supervision.

The long, successful record established by Moore's & Dunford, Inc., as experts in

the designing and building of warehouses comes from many years of experience that combine the understanding of the Warehouseman—the Engineer—the Architect—the Builder.

Whatever your building plans may be we are in a position to render you a particular service that will not only save you money to begin with but that will provide your warehouse or addition with the greatest available storage space and consequent maximum profit.

We cordially invite your inquiries.

*We charge no fee for consultation and advice*

### MOORES & DUNFORD, Inc.

110 East 42nd St.

New York City

Years of specialization  
in the designing and  
planning of Warehouses.



A Moore's & Dunford  
designed and built Ware-  
house means greatest  
available storage space.



# The Shippers' Index

**A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns**



## "ANDY" SAYS:

**T**HE two big summer meetings of the national associations—the N. F. W. A. and the A. W. A.—have been held and for those who attended either or both there can be no criticism of the valuable accomplishments.

¶ As one looks back over the past few short years and reviews the rapid development of the N. F. W. A. from its humble beginning to an association that can now boast more than 800 live furniture warehousemen, is it for anyone to question the advantages derived from membership in such associations?

¶ The presidents, past and present, of these organizations may well feel proud of their part in the building of these monuments to the warehouse industry, and may those who follow do as well in the formation of constructive policies that have brought about such results!

**A**T the sixth annual truck show held some time ago in New York City it was stated that the American Railway Express Co. of that city saved \$96,000 worth of floor space by replacing 168 wagons and 300 horses with 84 electric trucks. It was also brought out that such replacement reduces street congestion.

¶ That little example of economics is valuable to warehousemen everywhere who still use the horse-drawn vehicles. Who should better realize the value of space than a warehouseman,

whether he is in New York or Kalamazoo; and furthermore, so we may not be misunderstood, the saving of space might just as well have been accomplished by any motor-driven vehicle whether gasoline or electric.

**I**AM on my way to the Pacific Coast to meet the Western warehousemen and incidentally to tell them more about *Distribution and Warehousing*.

¶ As I think of the industry today and compare it with conditions which the next generation will see, it is small indeed.

¶ How little do those who have had humble beginnings in this generation realize the monuments they have built for themselves in the future. Granting that proper management will accomplish all things, the mere starting of a warehousing project today assures success in the future, for big business is only beginning to awaken to the economics of public warehousing. When it is entirely alive to the real facts, there won't be enough warehouses operating to accommodate the demands.

¶ It is an industry of tremendous latitudes and no man need fear his competitor. He need better fear his own way of doing business, for public warehousing is here to stay and it has room for only the intelligent business man who can successfully conduct his own business.

"ANDY."

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

October .....	Connecticut Warehousemen's Association.....	(To be decided)
October .....	Missouri Warehousemen's Association.....	(To be decided)
October .....	Southern Warehousemen's Association.....	Atlanta
November .....	Wisconsin Warehousemen's Association.....	(To be decided)
December .....	Illinois Association of Warehousemen.....	Chicago
December or January.....	American Warehousemen's Association.....	Probably Kansas City
December or January.....	American Chain of Warehouses.....	Probably Kansas City
December or January.....	Distribution Service, Inc.....	Probably Kansas City
December or January.....	National Distributors' Association.....	Probably Kansas City
January .....	National Furniture Warehousemen's Association.....	(To be decided)
January .....	New Jersey Furniture Warehousemen's Association.....	Newark
January .....	New York Furniture Warehousemen's Association.....	New York
February .....	Maryland Furniture Warehousemen's Association.....	Baltimore
February .....	Pennsylvania Furniture Warehousemen's Association.....	Philadelphia
June .....	Canadian Storage & Transfermen's Association.....	Winnipeg

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## BIRMINGHAM, ALA.

**Charlie's Transfer Co.**

Incorporated 1903

**Distributors and Forwarders  
Storage and Hauling**

We specialize on merchandise handling.  
Private siding, connecting with all railroads.

## BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER  
AND****WAREHOUSE CO.**

FIREPROOF and NON-FIREPROOF  
WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

8 South Eighteenth Street

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. &amp; W. A.

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer & Storage Co.**

General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in  
Addition to Wagon Equipment—Track Connections with All Railroads.

## BIRMINGHAM, ALA.

**Wittichen's  
Fireproof Warehouse**

Operated by  
Wittichen Coal & Transfer Company

**POOL CAR DISTRIBUTORS—**

Hauling, Packing Household Goods and  
Merchandise.

Free switching from all Railroads.  
Warehouse and Office on Southern  
Railroad. 2329-31 First Avenue, No.

## MONTGOMERY, ALA.

L. J. MOELLER, Pres.

**STORAGE—FORWARDING—DISTRIBUTING**

Warehouse on Western Railway of Alabama.  
Bounded, Sprinkler System. Low Insurance.

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**LEADING WAREHOUSEMEN**

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MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR  
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Storing—Shipping—Moving

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Modern Offices—Storage—Drayage & Distribution  
Located in the heart of the wholesale and  
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Free Switching from All Railroads

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We have Los Angeles terminal rates  
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**HOUSEHOLD GOODS and  
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SAFETY SERVICE

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**Long Beach  
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**STORE  
MOVE  
PACK  
SHIP**  
*Household  
Goods*

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Twenty-Two Years of Dependable Service

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**Fidelity Fireproof Storage**  
Packing, Moving, Shipping of household goods,  
distribution of pool cars to and from everywhere.  
WASHINGTON & ARAPAHOE ST.

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**Fireproof**  
Send for map showing why our location saves money on shipments to residential  
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 **Centralized Distribution  
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Household Goods and Merchandise**

By consigning your shipments for Hollywood and  
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A Complete Service.

**Los Angeles Warehouse Company**  
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Two modern Fireproof  
Warehouses in residential  
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Service  
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**Pacific Coast Terminal  
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The Most Up-to-Date Service for Los Angeles'  
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Complete Facilities for  
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Economy and advantage afforded Jobbers and Merchants.  
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Complete Warehouse and Drayage Facilities  
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All Standard

Private Terminal on So. Pac. Tracks  
Exclusive Facilities for Handling Automobiles, Trucks,  
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In 1925 we handled 70,000 motor vehicles

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Pool cars distributed.  
Local and interurban truck  
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Low insurance rates.

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Complete packing service.  
Reciprocity at every opportu-  
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Your Stocks With Us

150,000 Sq. Ft. Space

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Send Pool Cars in our care for distribution.  
42 teams and trucks insure prompt service  
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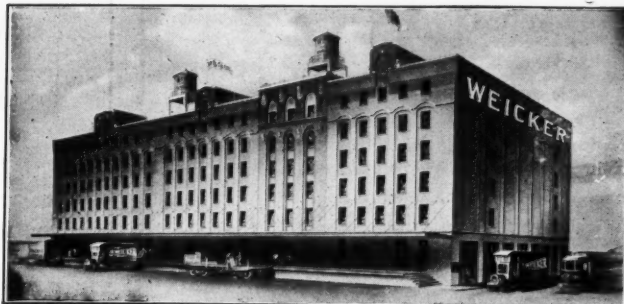
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*we are the distribution and  
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Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



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Free Switching from All Railroads Entering Denver.

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**Sprinkler System Warehouse**

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Centrally Located in Shipping District

Storage of Merchandise and Household Goods

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MERCHANDISE DISTRIBUTION, POOL CAR SHIPMENTS

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Let us show you what we mean when we say Sudden Service!  
General Transferring and Car Distributing.  
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## In Our New Warehouse

Right in the heart of PUEBLO with its population of 65,000 and lowest freight rates to largest adjacent area.

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Building entirely and absolutely FIREPROOF, equipped with Automatic Sprinkler System and Electric Call Box in addition to night watchman.

Insurance eighteen cents.

Unusual railroad facilities.

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Rail connections include the Atchison, Topeka & Santa Fe, the Missouri Pacific, the Denver & Rio Grande Western, and the Colorado & Southern. The A. T. & S. F. serving the wonderful Arkansas valley of which Pueblo is the gateway with advantages of low rates far into Western Kansas; and as far South as Albuquerque, New Mexico.

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**The Burch Warehouse & Transfer Co.**

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Established 1850

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Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

### STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

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## Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

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**PACKING—CRATING—SHIPPING OF  
HOUSEHOLD GOODS**

Members of the National Furniture Warehousemen's Assoc.

It's the 'ammer, 'ammer, 'ammer on the 'ard  
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That tells upon the 'osses 'oofs and not the  
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And it's just the 'ammer, 'ammer on the  
ADVERTISER'S NAME

That takes him from OBSCURITY and lands  
him safe in FAME.

"Pop."

**HARTFORD, CONN.**

Tel. Connection Office: 335 Trumbull St.

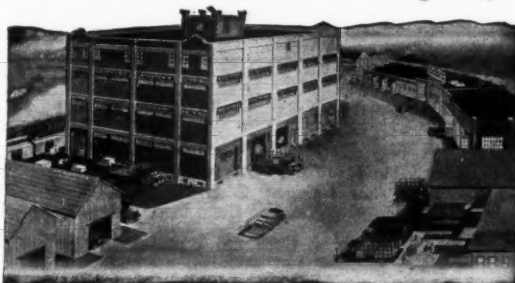
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Local and Long Distance Furniture and Piano Moving  
Packing, Crating and Shipping of Pianos, Furniture, China  
Only Fireproof Storage Warehouse in Hartford

Members: { National Furniture Warehousemen's Association  
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**Hartford Despatch &  
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THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES. SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

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New Concrete and Steel Fireproof Warehouses  
OFFICE: 165 BREWERY ST.

General Merchandise, Distribution and Household Goods, Storage and Shipping

Long Distance Hauling and Equipment for all Heavy Duty Moving—Machinery, Etc.

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18 BLACKHALL STREET  
PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

Members: Conn. Warehousemen's Assn.  
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Fireproof Storage Warehouse

Household Goods and General Merchandise—

Pool Car Distribution.

Daily express service between New York City and Norwalk.

NORWALK  
DARIEN  
WESTPORT  
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**William H. Schaefer & Son, Inc.**

New Fireproof Storage Warehouse  
Stamford, Conn.

Storage, Shipping of Fine Household Goods  
Serving Stamford and Northern Westchester County  
Members Connecticut Warehousemen's Association

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**Waterbury Storage Company**

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

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(Downey Building)

LARGE AND SMALL STORAGE SPACE  
EXHIBITION ROOM ON FIRST FLOOR

Lowest Rates

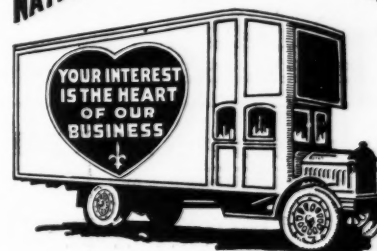
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in Household  
Transportation  
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Also  
MERCHANDISE  
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**NATIONAL TRANSFER & STORAGE CO.  
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East Avenue and Leland St.  
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Modern  
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LONG  
DISTANCE  
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1313 You Street, N. W.

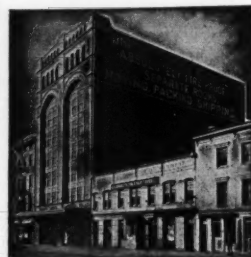


## WASHINGTON, D. C.

**Union Storage and Transfer Co.**  
820 TWENTIETH ST., N. W.  
LOCAL AND LONG DISTANCE HAULING  
PACKING—STORING—SHIPPING  
Consignments of Pianos and Household Goods to Our Care Will  
Receive Prompt Attention.

## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**  
418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:  
National Furniture  
Warehousemen's Association

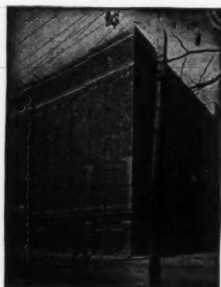
Efficient and Courteous  
Service

Modern Fireproof Warehouse

We are prompt in all things.

Member:  
American Warehousemen's Assn.

## JACKSONVILLE, FLA.

Member National Furniture  
Warehousemen's Association

**Delcher Bros. Storage Co.**  
459-61-63-65 Riverside Avenue  
FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

FLORIDA'S LARGEST  
Shippers of Automobiles  
for Tourists

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low  
Insurance Rate. Sub-Post Office and branch Western Union  
Telegraph. Joint Railroad Agent. L.C.L. freight loaded  
direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-  
house. Facilities for distribution of pool cars. Moving, pack-  
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment  
1000-12 N. E. First Ave., Miami, Fla.

## ORLANDO, FLORIDA

**Orlando Bonded Warehouse (Inc.)**  
Cor. Jefferson and Railroad  
100-112 West Amelia Avenue  
Storage and Distributing of General Merchandise,  
Household Goods  
Private Siding, A.C.L.R.R.  
Member National Furniture Warehousemen's Association  
Sprinkler Protection Low Insurance  
It's a pleasure to serve you

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.  
Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinez Streets

## TAMPA, FLA.

**Lee Terminal Distribution Service**

Complete—Dependable—Economical

Every Facility That Will Contribute to the  
Prompt and Efficient Distribution of Your  
Merchandise Has Been Provided

Reinforced Concrete Warehouse  
Private Sidings Accessible to All Railroads  
Florida Terminal of Bull Steamship Line  
Consolidated Truck Line Freight Station

**Lee Terminal & Warehouse Corporation**  
At Tampa

The Economical Distributing Center for the West Coast  
of Florida

## TAMPA, FLA.

**UNION  
TRANSFER & STORAGE CO.  
FIREPROOF WAREHOUSE**

## How to Advertise

Make your assertion bold and strong;

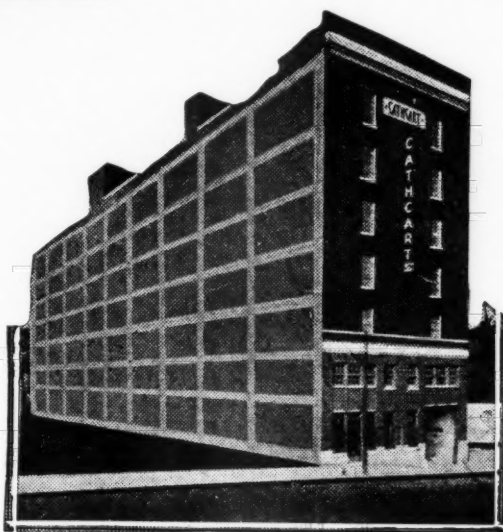
In form, make good your own invention.

Give margin to your little song,

And thus command the more attention.

"Pop."

ATLANTA, GA.



**CATHCART VAN AND STORAGE CO.**

**HOUSEHOLD GOODS EXCLUSIVELY**

**THE MOST MODERN WAREHOUSE IN THE SOUTH**

MEMBERS N. F. W. A.

ATLANTA, GA.



**Storage and Distribution  
Merchandise Only**

Specializing in Pool Car Distribution

Member American Warehousemen's Association

**Security Warehouse Co.**  
Atlanta, Ga.

ATLANTA, GA.

J. M. Cherry, Pres. Est. 1910

**Cherry Transfer & Storage Co., Inc.**

CANDLER WAREHOUSE

Concrete FIREPROOF STORAGE Sprinkled  
Household Goods Exclusively  
Lowest Insurance Rate in Atlanta Pvt. Sidings C. of Ga. & So. R.R.

ATLANTA, GA.

**Vittur Transfer and Storage Co.**

Moves, Stores, Packs Household Goods

Largest Vans in Atlanta

Office: 330-336 Edgewood Ave. Phone: WA1. 2581

ATLANTA, GA.

W. G. SPEIR, Pres. EST. 1917

**Fulton Transfer & Storage Co.**

MERCHANDISE STORAGE—TRANSFERRING  
MFRS.' DISTRIBUTORS—POOL CAR DISTRIBUTION  
3 Railroad Sidings

Sprinkler System 18 SO. BUTLER ST.

AUGUSTA, GA.

**THE HOLLINGSWORTH WAREHOUSES**  
MERCHANDISE WAREHOUSING AND  
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.  
But Our Service as Good as the Best.

ATLANTA, GA.

THOS. J. MONROE, Pres.

**NATIONAL BONDED WAREHOUSE**

Capital \$150,000.00

Storage, Transfer and Distribution  
ATLANTA'S LARGEST WAREHOUSE

GENERAL MERCHANDISE HOUSEHOLD GOODS  
Private railroad siding connecting all railroads—warehouses sprinklered  
and A. D. T. service—local and long distance trucking  
Members N. F. W. A. and A. W. A.

The Men Who Distribute

**Murphy Chairs**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**KEEP IT UP!**

One step won't take you very far, you've got to keep on walking;  
One word won't tell them what you are, you've got to keep on talking;  
One inch won't make you tall, you've got to keep on growing;  
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, President of the  
Massachusetts Warehousemen's Association.

**GEORGIA**

**SHIPPERS' INDEX**

*Distribution and Warehousing  
August, 1926*

**MACON, GA.**

J. N. WHITE, Mgr.

**WASHBURN WAREHOUSE CO.**  
MERCHANDISE HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION  
SERVING ALL OF GEORGIA

Private Siding  
C of Ga.

201 POPLAR ST.

**SAVANNAH, GA.**

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and Steamship Docks  
Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President  
Bay Street Extension and Canal  
P. O. Box 985 Savannah, Ga.

**HONOLULU, HAWAII**

When Shipping Goods to  
**HONOLULU**

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

**CITY TRANSFER COMPANY**

Cable Address:  
LOVERINO, HONOLULU

**BOISE, IDAHO**

**PEASLEY  
TRANSFER & STORAGE COMPANY**  
STORAGE, TRANSFER AND FORWARDING  
419 SO. EIGHTH STREET

**BLOOMINGTON, ILL.**

**Brunton's Transfer & Storage Co., Inc.**

Est'd 1905

Inc. 1920

Moving, Packing, Shipping, Storing  
Pool car distribution

Office: 415 N. Center St., Phone 813

**CAIRO, ILL.**

**Glynn's  
Transfer and Fireproof Storage Warehouse**  
MOVING—PACKING—SHIPPING—STORING  
DISTRIBUTING POOL CARS  
Private Siding—Trucking Service—Member N.F.W.A.  
The Only Storage Firm in the City Who Own Their  
Fireproof Building

**CHICAGO, ILL.**



Established 1892

**BAER FIREPROOF WAREHOUSE CO.**

POOL CAR DISTRIBUTORS  
Of Furniture and Pianos  
Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.  
General Office—1927 Milwaukee Avenue, Chicago, Illinois

**CHICAGO, ILL.**

**BEKINS**

Household Shipping  
Company



Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

THE advertiser  
Who gets cold feet now  
Will be cold all over  
Two years from now.

—The Credit Monthly



CHICAGO, ILL.

**CENTRAL  
STORAGE & FORWARDING CO.**

2001 West Pershing Road

Operating

**CHICAGO'S FINEST MERCHANDISE WAREHOUSES**

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination

**WHY NOT USE THE BEST FACILITIES?**

CHICAGO, ILL.

**Are You a Judge of Warehouses?  
Come and Look at a Good One**

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

**Currier-Lee Warehouse Co.**

427 W. Erie Street

Chicago, Illinois

Associated with Distribution Service, Inc.

Offices in New York, Chicago and San Francisco

CHICAGO, ILL.

ESTABLISHED 1892

**EMPIRE  
WAREHOUSES, INC.**

**FIREPROOF WAREHOUSES**

For

Household Goods

**POOL CAR DISTRIBUTION**

**In the Heart of North and South Sides**

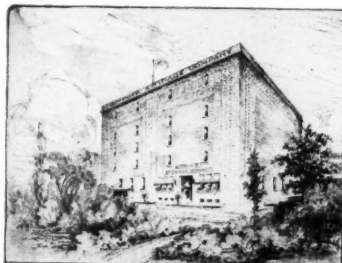
Private Sidings on Chicago Junction and Illinois Central

**For Efficient Service**

**Ship the EMPIRE Way**

**Warehouses**

40th St. and Calumet Ave.  
4717-16 Cottage Grove Ave.  
5041-45 Lake Park Ave.  
5147-53 Cottage Grove Ave.  
1117-19 East 62nd St.  
6154-56 Wentworth Ave.  
6824-26 Stony Island Ave.  
4015-17 Broadway



**General Offices: 52nd St. and Cottage Grove Ave.**

Member A-W-A, N-F-W-Assn., I-F-W-A

CHICAGO, ILL.

**Globe Express and Van Co.**

**AUTOMOBILE STORAGE**

4350-56 OGDEN AVE., CHICAGO

Cartage Contractors

Furniture and Piano Movers

CHICAGO, ILL.

**Branch Office Service**

Desk space completely equipped with fireproof storage space and motor truck service available when wanted for manufacturers or manufacturers agents.

Particularly well located for the automobile or printing trade.

**GOOLD STORAGE COMPANY**

Est. 1875

2219-21 Cottage Grove Ave.

CHICAGO

CHICAGO, ILL.

**HARDER'S**

**Fireproof Storage and Van Company**

now operated by

**EMPIRE WAREHOUSES, INC.**

General Office—52nd and Cottage Grove Ave.

N-F-W-A

I-F-W-A

A-W-A

CHICAGO, ILL.

**EMPIRE**

**Merchandise Warehouse**

On Chicago Junction Ry.—connecting  
with all Trunk Lines

Daily Trap Car

Extensive Delivery Facilities

Inside Trackage

Centrally

Located

Office and Desk Space

for Tenants

Efficient Organization  
and Equipment

40th St. and Calumet Ave.

Member American and Illinois Whsmn's Assn's

Some people need "3 fingers" of old Scotch,  
And then three more—it wouldn't hurt them  
much—

If only to light up their drowsy eyes,

Bestir themselves and Start to advertise.

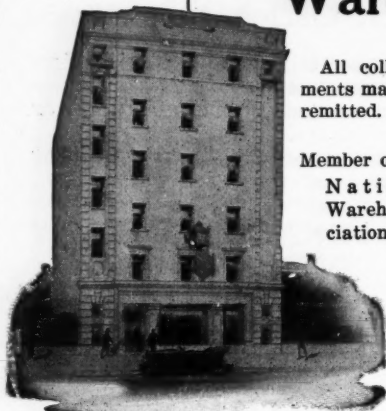
"Pop."

CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

## Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of  
National Furniture  
Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse  
on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.  
Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Englewood Office  
5711 So. Halsted St.  
Englewood 0700

Woodlawn Office  
6150 Cottage Grove Ave.  
Fairfax 7000

## JOYCE BROTHERS CO.

Moving and Storage  
Expert Packing and Crating  
Long Distance Hauling

Rogers Park Office  
6428 No. Clark St.  
Rogers Park 0033

Downtown Office  
31 No. State Street  
Phone Central 5800

CHICAGO, ILL.

## General Merchandise Storage

Low insurance rates—Free Switching by all roads. Superior trucking and delivery service by our Hundred Trucks.

**EDWARD LASHAM CO.**  
1555 South State Street Chicago

The Men Who Distribute

## Quality Brands

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## The Meeting Place of Shippers and Warehousemen

**O**NE of the largest national distributors, manufacturing a product known the world over, has announced that hereafter it will distribute exclusively through warehouses. In the selection of the warehouses to be used, **DISTRIBUTION & WAREHOUSING** has had an important part. This distributor, like hundreds of others of similar calibre, is a regular reader of **DISTRIBUTION & WAREHOUSING** and uses the *Shippers' Index* as a guide and source of information in the selection of the warehousemen with which to do business.

*The Shippers' Index of **DISTRIBUTION & WAREHOUSING** is the meeting place of the man who needs warehouse facilities and the man who has them to offer.*

CHICAGO, ILL.



**MIDLAND WAREHOUSE & TRANSFER CO.**  
MERCHANDISE STORAGE AND DISTRIBUTING  
15th St. and Western Ave.  
Chicago, Ill.

WAREHOUSES  
NO. 1 437 AND ROBEY STS.  
NO. 2 157 N. AND WESTERN AVE.  
NO. 3 137 ST. AND WESTERN AVE.

No Cartage or Trap Car Delays in Making L.C.L. Shipments.

CHICAGO, ILL.

**Soo Terminal Warehouse**

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution  
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

**"THE ECONOMICAL WAY"**

CHICAGO, ILL.

**North Pier Terminal Company**  
589 East Illinois St. Telephone Superior 5606



**Largest Terminal Warehouse in Chicago.**  
16,000,000 cu. ft. Genl. Stg. and Leasing On North Pier Slip.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

CHICAGO, ILL.

**Chicago  
Jos. Stockton Transfer Co.**

1020 South Canal St., near Taylor St.

**Teaming of Every Description—City Delivery Service and Carload Distributors**

CHICAGO, ILL.

**Railway Terminal & Warehouse Company**  
444 W. Grand Ave.

**Merchandise Storage**

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates**  
**Use Our Service**  
Tunnel Service—Cut your cartage in half

CHICAGO, ILL.

**CHICAGO'S  
BIG DOWNTOWN WAREHOUSE**



**"At the Edge of the Loop"**  
Stocks Carried for Out-of-Town Manufacturers; Storage-in-Transit Privileges; Prompt Rail Shipments Anywhere Without Cartage Expense; Pool Cars Distributed; Office and Warehouse Space To Lease.  
For Modern Warehousing Service as Adapted to Your Individual Distributing Requirements in the Midwest Market, Consult  
**WESTERN WAREHOUSING COMPANY**  
329 W. POLK ST., CHICAGO E. H. Hagel, Supt.

DANVILLE, ILL.

**Beeler Transfer & Storage**

Merchandise Pool Car Distribution, Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.

208-210 West Main St.

**ADVERTISING**  
Doesn't Jerk — it Pulls—a Steady Pull. Every ad Goes to Confirm the one Before it—to Strengthen the One That is to Follow and There's No Waste of Effort or Money. The Stayer Wins Every time.



## DANVILLE, ILL.

**Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. &amp; Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

**Low Insurance Rate**

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

## DECATUR, ILL.

**Ship to Meridith for Prompt Service in Decatur and Environs**

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

**F. M. MERIDITH**

Storage and Transfer Co.

320-350 E. Cerro Gordo Decatur, Ill.

## DECATUR, ILL.

Since 1892

**HAMMAN BROS.**

Transfer &amp; Storage Co.

Decatur's pool car distributors. Spot stock deliveries. Merchandise and Household Goods Storage. Private siding and free switching to the ONLY FIREPROOF WAREHOUSE in the City. Truck and Team service.

Office:—WILLIAM ST. at BROADWAY.

## ELGIN, ILL.

**Elgin Storage & Transfer Co.**

A. C. MUNTZ, Pres.

H. C. MUNTZ, Mgr.

Merchandise and Furniture Storage, Long Distance Hauling. Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 60-62 North Grove Ave.

## DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

**PARKE WAREHOUSES**

Decatur, Illinois

**STORAGE AND DISTRIBUTION**

## EVANSTON, ILL.

**Evanston Transfer Co.**MOVING - PACKING - SHIPPING  
LONG DISTANCE REMOVALS

Phone University 5112

716 MAIN STREET

## JOLIET, ILL.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.

Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.

No switching charges.

Chicago freight rates apply.

## MOLINE, ILL.

**Fireproof Warehouse**

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**

1205-1209 Fourth Ave.

Moline, Illinois

The Men Who Distribute

**Moline Plows**

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

The Men Who Distribute

**Indian Motorcycles**

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

PARIS, ILL.

30 Years of Constant Trying for a Better Service Has Made Ours  
the Best

**REED TRANSFER & STORAGE**

STORAGE WAREHOUSE.  
HOUSEHOLD FURNITURE AND PIANOS.  
PACKING, CRATING AND SHIPPING.

315 N. Main Street Telephone 132 PARIS, ILLINOIS

PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

**O'Neill Bros. Transfer & Storage Co.**

**Merchandise Hauling**

Carload Shipments Distributed

Freight Handled Promptly

Pool Car Distributing

Merchandise and Furniture Storage

**Commercial Furniture Warehousing**

617-619-621 S. Water St.

Peoria, Ill.

ROCK ISLAND, ILL.

**Rock Island Transfer & Storage Co.**

Merchandise Warehousing and Distribution

Motor Truck Service

C. B. & Q. SIDING

FREE SWITCHING FROM ALL OTHER ROADS

ROCKFORD, ILL.

**Carry Spot Stocks  
at Rockford—and at  
The Bartlett Warehouse**

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

**Bartlett Storage Warehouse**

Rockford, Illinois

ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

SPRINGFIELD, ILL.

**Merchants Transfer & Storage Co.**

BONDED WAREHOUSE

Storage, Packing, Moving and Shipping, Private Siding  
Wabash R. R., Free Switching from all railroads.  
Merchandise and Pool Cars a specialty.  
Long Distance and Heavy Hauling.

1000 East Monroe Street, Springfield, Illinois

EVANSVILLE, IND.

**CENTRAL WAREHOUSE COMPANY**

Incorporated

Public Storage and Warehousing  
Merchandise and Pool Car Distribution  
Spot Stock Delivery

Private Siding—Southern Tracks—Free Switching from IC—L&N—LH  
& St. L—Big 4—C&E—when billed in our care.

Office, 105 Heidelberg Avenue

Evansville, Indiana

FORT WAYNE, IND.

AUG. C. BORGMANN

CLIFF H. BORGMANN

**A. C. BORGMANN & SON**

TRUCKING, MOVING AND GEN. TRANSFER

STORAGE, PACKING AND CRATING

DISTRIBUTING

Office, 1618 S. Harrison

Stables, 333-335 S. Clinton

FORT WAYNE, IND.

**Fort Wayne Storage Company**

FORT WAYNE, INDIANA

*General Merchandise  
Storage and Forwarding*

FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**

*"Fireproof" Buildings*

STORAGE, TRANSFER, DISTRIBUTION

*Located in Center of Business District*

We have our own truck line and are equipped to make prompt deliveries

*Private siding*

The Men Who Distribute

**American Radiators**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## INDIANAPOLIS, IND.

*"Coburn Service for Efficiency"*MERCHANDISE STORAGE  
POOL CAR DISTRIBUTIONOrders enroute same day received. No trap car delays.  
Operating our own truck equipment.

## INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.  
Indiana Licensed Class A Warehouse  
221-25 W. South Street.Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the  
Storage and Distribution of Merchandise.Private R. R. Siding—Free Switching.  
Over 21 Years Continuously Serving  
Local and National Firms

## INDIANAPOLIS, IND.

Indiana Refrigerating Company  
240 So. Pennsylvania St. Telephone Main 0403Largest Cold Storage Plant in Indiana.  
2,250,000 cu. ft. Cold Storage. 125 Tons Ice Daily.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## INDIANAPOLIS, IND.

Indiana Terminal Warehouse Company  
Pennsylvania & Georgia Sts. Telephone Lincoln 7511Free Traction Trap Car Service Saves Cartage and  
Delay.3,000,000 cu. ft. Genl. Stg. Two Blocks from Center of City.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)The Men Who Distribute  
**United Drug Products**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## INDIANAPOLIS, IND.

**Shank Fireproof Storage Co.**

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING  
STORAGEMOVING  
FORWARDING

Members of N. F. W. A.

## INDIANAPOLIS, IND.

Tripp Warehouse Company  
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION  
Centrally Located in Shipping District  
Motor Truck Delivery No Trap Car Delays  
"Service That Satisfies"

## LAFAYETTE, IND.

**C. R. Whistler Transfer & Storage Co.**Fireproof Storage  
Cor. First and Columbia Street Lafayette, Ind.Heavy Haulage our specialty.  
General distribution and storage of merchandise.  
Motor van for local and distance moving.  
Storage for household goods and machinery.  
Packing and shipping.  
Private siding: CCC & St. L. and Nickel Plate Lines.

## MARION, IND.

**VIRGIL F. LEMON**

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St.

Marion, Indiana

Furniture Packing, Storing and Shipping

THE SUBSCRIPTION PRICE OF

**Distribution & Warehousing**

IS

**\$2.00 A YEAR**The Warehouseman who does not find  
ideas and suggestions in any one issue  
which will make or save him a hundred  
times that amount is either ready  
for the millennium or is not looking  
for opportunities.



**SOUTH BEND, IND.**

**WARNER WAREHOUSE CO.**

**Merchandise Storage and Distribution**

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Member: American Warehousemen's Assn.

**TERRE HAUTE, IND.**

**Bauermeister Terminal Company**

Private R.R. Track—Capacity 21 Cars connecting with all Lines

**Merchandise Storage and Distribution a Specialty**  
**Pool Cars Solicited**

Motor Trucks for Store Door Delivery. Our clients do the selling—  
We do the rest. Members American Chain of Warehouses.

**BURLINGTON, IOWA**

Solicits your shipping  
on the basis of



**SERVICE**  
**PROMPTNESS**  
**EFFICIENT HANDLING**  
**EXCELLENT FACILITIES FOR**  
**DISTRIBUTION IN EVERY PHASE**

Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp  
Low Insurance Rate

Pool Cars                      Storage                      Distribution

**MERCER TRANSFER & STORAGE CO.**  
Burlington, Ia.

**CEDAR RAPIDS, IOWA**

**Cedar Rapids Transfer & Storage Co., Inc.**

Fireproof Warehouse    Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles  
290,000 Square Feet Storage Space

**DAVENPORT, IOWA**

**Where the  
West Begins**



Reliable for  
20 Years  
Saving-freight  
The  
Mississippi  
Rate Break

Fireproof Warehouse, on Trackage—In the Business and Ship-  
ping District of Davenport.  
Reference—93 Nationally Known Firms Using Our Distributing  
and Warehouse Service.  
Ewert & Richter Express and Storage Co., Davenport, Iowa

The Men Who Distribute

**Tropical Paint**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**DES MOINES, IOWA**

**SERVICE  
FOR THE SHIPPER**

Our service and equipment enables us  
to handle your shipments to the best ad-  
vantage.

Warehouse located within a short haul  
of local depots and wholesale and retail  
districts.

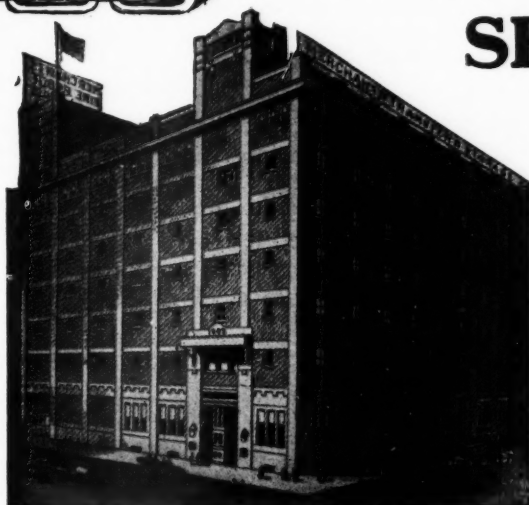
Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your  
customer quick service.

200 Package Cars leave Des Moines daily,  
furnishing 24-hour service to surrounding  
territory.



Member:  
American Chain of Ware-  
houses, Incorporated

Eastern Representative:  
260 W. Broadway,  
New York City

Western Representative:  
203 So. Dearborn Street  
Chicago

**MERCHANTS**  
**TRANSFER & STORAGE CO.**

Ninth and Mulberry Streets, Des Moines, Iowa  
Members: AWA, NFWA.

## DES MOINES, IOWA

YOU REACH ALL OF IOWA  
THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.  
Write us for any information you may need for distribution in IOWA.

## BLUE LINE STORAGE COMPANY



Represented by Distribution Service, Inc.  
100 Broad St. 427 Erie St. 625 Third St.  
New York City Chicago San Francisco  
Phone GG-8100 Phone Sup-7180 Phone Satty-3461

## MARSHALLTOWN, IOWA

Marshalltown Fire Proof Storage Co.  
Fire Proof Warehouse Motor Truck Service

Distributing and Warehousing all classes of merchandise, household goods and automobiles. Excellent railroad connections for pool cars and spot stocks.

## OTTUMWA, IOWA

## DAGGETT

## TRANSFER AND STORAGE

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

## MEMBERS:

Central Warehousemen's Club  
National Furniture Warehousemen's Association

## SIOUX CITY, IOWA

Sixth and Perry Sts., Sioux City, Iowa

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Omaha, Nebr.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## SIOUX CITY, IOWA.

Berthelsen Transfer and  
Storage Company

Household Goods packed, stored and shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise Warehouse.

1509-11-13-15 East Fourth St.  
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

## SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

**ROSENTHAL**

Fireproof and Steam Heated Storage

300 Iowa Street, Sioux City, Iowa

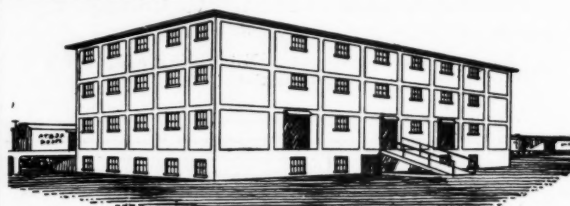
## WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## HUTCHINSON, KANSAS

HUTCHINSON'S  
Only Fireproof Warehouse

Doing a General Warehouse Business  
Storing New Merchandise Only

Private Siding A. T. & S. F.

R.R. Free Switching from

A. V. I., C. R. I. & P. & Mo.

Pac. R.R.'s.

Motor Truck Equipment for

L. C. L. Shipments.

## Hutchinson Bonded Warehouse

Cor. Cleveland and Second Sts.

Hutchinson

Kansas

OWNER—A. G. Barnett—MANAGER

## KANSAS CITY, KANSAS

## Inter-State Transfer and Storage Company

## FIREPROOF WAREHOUSE

Packing, Moving, Storing and Shipping

738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3420

## PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.  
P. O. Box 527

The Men Who Distribute

## Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**TOPEKA, KANSAS.**

O. H. White, Pres.

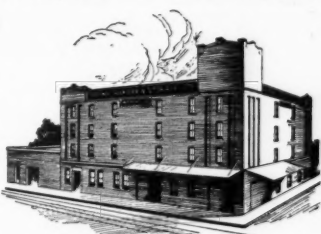
N. F. W. A. E. F. Dean, Sec.

A. W. A. W. F. Atall, Treas.

**THE TOPEKA  
Transfer &  
Storage Co.,  
Inc.**

Established 1880

**Three Houses for  
Merchandise and  
Household Goods**



Private switch connections with the A. T. & S. F., O. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

**WICHITA, KANSAS**

**FIREPROOF WAREHOUSE**

CRATING - STORING - PACKING - MOVING - SHIPPING  
of HOUSEHOLD GOODS and GENERAL MERCHANDISE  
POOL CARS DISTRIBUTED - FREE SWITCHING  
SANTE FE, ROCK ISLAND, FRISCO, MO. PAC., K.C.M.&O.  
and MIDLAND VALLEY RAILROADS  
LOCAL AND LONG DISTANCE HAULING

**SOUTHWESTERN TRANSFER & STORAGE CO.**



**WICHITA, KANSAS**

Lowest Insurance

**"Where Service Counts"**

Storage Distribution and Forwarding

**BROKERS OFFICE & WAREHOUSE CO.**

—Bonded—

Fireproof

143 North Rock Island Ave.



Private Siding. Direct Connection all Rail-  
way Lines Entering City.

Centrally Located in the Jobbing District  
and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

**LEXINGTON, KY.**

**W. R. MILWARD**

**Furniture Storage**

Packing and Shipping

159-161-163 North Broadway

LEXINGTON

ESTABLISHED 1879

KENTUCKY

**LEXINGTON, KY.**

**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.  
THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

**WICHITA, KANSAS**

A. F. JONES, Pres.

E. W. JONES, Vice-Pres.  
J. H. BRUGH, Sec., Gen. Mgr.

L. B. JONES, Treas.



**General Warehousing  
Storage, Forwarding and Distributing**

300,000 SQUARE FEET

CAPITAL \$100,000.00



**Three Warehouses (Fireproof)**

Low Insurance. Complete Retail Connections. We Lend  
at Current Rates Upon Our Own Warehouse Receipts.

**UNITED WAREHOUSE CO.**

Wichita, Kansas  
115 N. Meade & 815 E. 2nd

Kansas City, Mo.  
2114 Central St.

**LOUISVILLE, KY.**

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

**Louisville Public Warehouse Co.**

W. N. Cox, President.

E. H. Bacon, Vice-President



**LOUISVILLE, KY.**

J. M. Walker, Pres.

A. A. Botts, Sec'y.



**STORAGE &  
TRANSFER CO.**

INCORPORATED

Member  
N. F. W. A.  
So. W. A.

Household Goods

Operating  
WAREHOUSES  
Memphis  
New Orleans  
Louisville  
Little Rock

801 W. Main Street

The Men Who Distribute

**Ford Roofing**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.**  
"Louisville's Leading Movers & Packers"  
Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

LOUISVILLE, KY.

**Tabb Storage Warehouse  
and  
Freight Transfer Line**

Established 1875

C. S. Tabb's Son, Mgr.

**NEWSPRINT—RAILWAY STORAGE**

**GENERAL HAULING**

NEW ORLEANS, LA.

**NEW ORLEANS**

In the heart of the  
Commercial District  
at New Orleans we have a distrib-  
uting depot for package freight,  
operated for the particular serv-  
ice of the traffic manager by a  
specialized organization that  
will handle orders as  
promptly and efficiently  
as your own ship-  
ping depart-  
ment.

Central  
Distributing  
Warehouses

Modern  
Storage  
Warehouses

The most centrally located  
warehouse in the city

**COMMERCIAL  
WAREHOUSES**

OFFICE: 205 No. FRONT ST.

NEW ORLEANS, LA.

**OK STORAGE & TRANSFER CO.**  
INCORPORATED  
J. M. Walker, Pres. J. E. Butler, Sec'y.  
Operating WAREHOUSES  
Memphis  
New Orleans  
Louisville  
Little Rock  
Member  
N. F. W. A.  
So. W. A.  
FIREPROOF STORAGE Household Goods 1901 St. Charles Avenue

BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875 Incorporated 1918  
**General Storage and Distributing**

Rail and Water Con-  
nection—Private Siding  
Member  
American Chain of Ware-  
houses  
American Warehouse-  
men's Association  
National Furniture Ware-  
housemen's Association

PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**  
71-85 Kennebec St. PORTLAND, MAINE

**Warehousing and Distribution Service**

Household Goods  
Moving—Storing—Packing  
Shipping  
Special heated room for Pianos  
Separate locked rooms for  
Furniture  
General Merchandise  
Light and Heavy Hauling—  
Storing—Forwarding  
Pool car distribution

Modern fireproof warehouse—Reinforced concrete construction  
Private track—Free switching with all roads.

Dependable — Expert — Guaranteed  
Warehouse Service for Foodstuffs and Non-Odorously  
Commodities

PORTLAND, MAINE

**Galt Block Warehouse Company**  
Portland, Maine  
**Storage, General Merchandise, House-  
hold Goods and Automobiles**  
Private track, sprinkler equipped, low insur-  
ance rate. Storage in Transit on Flour,  
Cereals and Canned Goods.  
Office, 20 Commercial St., Portland, Maine  
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President  
**BALTIMORE STORAGE CO.**  
1710-20 Edmondson Avenue Charles and 26th Sts.  
Bruce St. and Summit Place  
Member { N. Y. F. W. A.  
{ Balt. F. W. A. Operates 3 Warehouses.

BALTIMORE, MD.

Established 1904  
**Central Warehouse Company, Inc.**  
517-525 W. Baltimore St.  
**Merchandise Storage & Distribution**  
Railroad Connections - - - Low Insurance  
Motor Truck Service

**BALTIMORE, MD.**

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.  
Est. 1896

**DAVIDSON TRANSFER  
& STORAGE CO.**

"Baltimore's Leading Movers"  
FURNITURE PACKED, SHIPPED OR STORED.

**BALTIMORE, MD.**

**FIDELITY  
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

Members Baltimore Furniture Warehousemen's Association,  
National Furniture Warehousemen's Association.

**Baltimore's Modern Fireproof Warehouse**

**BALTIMORE, MD.**

Merchandise—Storage

**McCormick Warehouse Co., Inc.**

McCormick Bldg. Rail Connections

**BALTIMORE, MD.**

Established 1879

**MONUMENTAL STORAGE  
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.  
ABSOLUTELY FIREPROOF WAREHOUSE  
FURNITURE STORAGE—PACKING—MOVING  
CARPET CLEANING

Members N. F. W. A. and B. F. W. A.

**BALTIMORE, MD.**

**Security Storage & Trust Company**

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

**HAGERSTOWN, MD.**

**HAGERSTOWN STORAGE & TRANSFER CO.**

GENERAL MERCHANDISE STORAGE  
HOUSEHOLD GOODS STORAGE—PACKING AND  
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate  
Motor Truck Service

**BALTIMORE, MD.**



Flour Warehouse (and Principal Office)

Distribute your merchandise to your Eastern patrons  
through Baltimore, Md., in car lots via Pennsylvania  
Railroad.

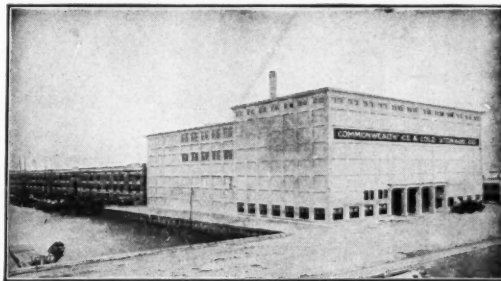
1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore from the West.
2. Because the Terminal Warehouse Company as Agents of the Pennsylvania Railroad as well as warehousemen and distributors can render some valuable services for you free of charge.
3. Because the Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of the Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.
5. Because any kind of merchandise can be economically received and distributed through the warehouses of

**The Terminal Warehouse Company**  
of  
Baltimore City

**BOSTON, MASS.**

**For Service in Boston  
It's Commonwealth**

*Where Rail Meets Sail*



**Cold storage for all classes of perishable merchandise.  
Directly connected side track on New York, New  
Haven & Hartford.**

**General storage space for all classes of merchandise.  
Perfect local distribution facilities.**

**COMMONWEALTH  
ICE AND COLD STORAGE CO.**

220 Northern Avenue, Boston, Mass.

## BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and  
LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

	<b>Main Office</b>	<b>Boston</b>
46 Bromfield St.		
	<b>Dorchester Office:</b>	<b>Dorchester, Mass.</b>
587 Columbia Road		
	<b>Packing Department:</b>	<b>South Boston</b>
76 Broadway		

## BOSTON, MASS.

Dorchester Fireproof  
Storage Warehouse

A complete service since 1880

Packing—Moving—Shipping—Storing

Your Boston shipments will receive our particular attention

MEMBER N. F. W. A.

690 Dudley St.

Boston

## BOSTON, MASS.

## FORT HILL STORAGE WAREHOUSE

415-429 Atlantic Ave.

825 Summer St.

*Located in Center of Business Section*

GENERAL STORAGE SPACE

AUTOMOBILES

## BOSTON, MASS.

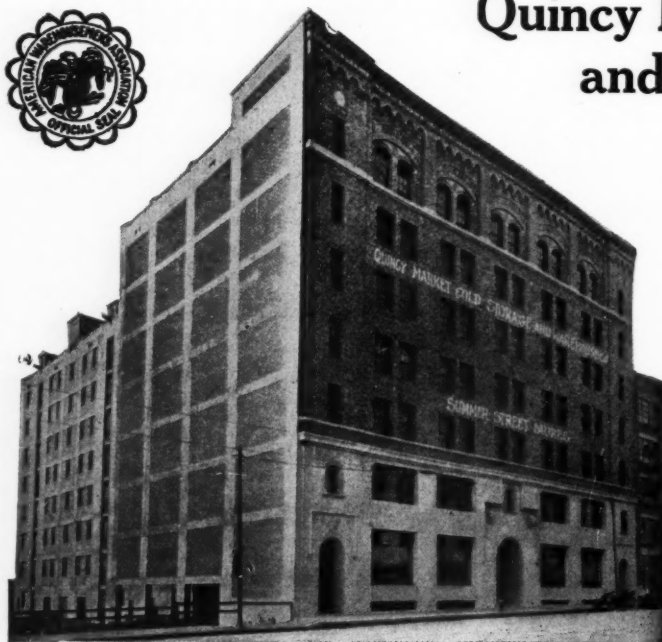
GIBBS EXPRESS CO. YETTEN'S STORAGE  
ESTABLISHED 1845

## POOL CAR DISTRIBUTION

LeBaron R. Yetten

232 State St.

## BOSTON, MASS.



Summer Street Stores, Direct Connection via N. Y., N. H. &amp; H. R. R.

Quincy Market Cold Storage  
and Warehouse Co.STORAGE FOR FREE  
AND BONDED  
MERCHANDISE

## Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fireproof Construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof Construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof Construction—Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

**General Storage Department**  
**Main Office:**  
**178 Atlantic Ave., Boston, Mass.**



**BOSTON, MASS.**

Est. 1894

Inc. 1905

**J. L. KELSO COMPANY**

General Storage Warehouses

1-7 Union Wharf Boston, Mass.  
CENTRALLY LOCATED

About equal distance to Steamship and Railroad Lines.  
Connecting all Railroads via Union Freight R. R. Co.  
No switching charge on cars consigned in our care.  
Goods received and delivered from both sides of warehouse.



Our policy: To please our customers and render prompt, efficient and personal service.

Member of

Mass. Warehousemen's Ass'n  
American Warehousemen's Ass'n

**BOSTON, MASS.**

**New Haven Terminal Stores**

Northern Avenue Stores &  
Dock Corporation

308-316 Congress Street, Boston, Mass.

Direct Track Connection  
New York, New Haven & Hartford Railroad

Free and Bonded Storage of Wool  
and General Merchandise

Pool Car Distribution—Prompt Service

Let us submit rates.

**WILLIAM B. HARPER**

Manager



**BRIGHTON, MASS.**



Office: 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments Motor Truck Service

Direct Track Connection with the Boston & Albany R. R.

Centrally Located and giving High Grade Service

**GLOUCESTER, MASS.**

**ROCKPORT, MASS.**  
**MANCHESTER, MASS.**  
**BEVERLY, MASS.**  
**MAGNOLIA, MASS.**

**BURKE'S EXPRESS**  
Storage Warehouse

Household Goods Storage Packing,  
Shipping.  
Pool Car Distribution of Merchandise,  
Long Distance Trucking.  
Send us your Cape Ann Shipments.

**NORTHAMPTON, MASS.**

Moving—Storing—Packing—Shipping  
**GLEASON BROTHERS** P. P. Gleason Prop.

Long distance transfer by auto truck  
Building Movers—Crushed Stone, Cement and Mortar Sand  
Storage Warehouse—N. Y., N. H. & H. R. R.  
Office 7 Pearl St.—Tel. 413-W  
Member National Furniture Warehousemen's Assn.  
Northampton Baggage Transfer  
Boston & Maine R. R.—N. Y., N. H. & H. R. R.  
Tel. 153

**BOSTON, MASS.**

**Tremont Storage Warehouse, Inc.**

439-441 Tremont St.

Storage of Household Goods  
and  
General Merchandise

750,000 cu. ft.—3 large elevators

Admirably Situated in the  
Center of Boston

LICENSED

BONDED

**BOSTON, MASS.**

**WIGGIN TERMINALS, Inc.**

50 Terminal St.

Boston (29)

Mass.

**STORAGE**

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

The Men Who Distribute

**Indian Packing Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**Manners—(a la Bobbie Burns)**

You—Warehouseman, may be all right  
A gentleman—and a' that  
But if your *men* are not *polite*  
You'll \*'bear the gree' for a' that—  
For a' that and a' that  
You'll do your best—and a' that  
But some there be—put to the test  
Will wink at that—for a' that.

"Pop"

\*Suffer the consequences

## SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS  
STORAGE WAREHOUSE****FREIGHT FORWARDERS**

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.  
POOL CAR DISTRIBUTION

## WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

**GEORGE A. BOWKER, Inc.****STORAGE WAREHOUSE**Distributors of General Merchandise  
Carload and Pool Lots a Specialty  
NEW BUILDING B. & M. R.R. SIDING  
122-124 Central Street 111-113 Thomas Street  
Reliable Service

## WORCESTER, MASS.

**BOWLER****Storage and Sales Company**

81 Lafayette Street

WORCESTER, MASSACHUSETTS

Logical point of distribution for New England

Our service assures quick deliveries, accurate records, personal interest in every transaction and bigger business in the territory we serve.

Members of American Chain of Warehouses,  
American Warehousemen's Association.

## WORCESTER, MASS.

**NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

## WORCESTER, MASS.

**School Street Storage Warehouse Co.**

44-52 School St.

**FIREPROOF WAREHOUSE**Storage, Shipping, Packing of Household Goods  
General Merchandise Distribution; Pool Car Shipment  
MEMBERS A. W. A. AND N. F. W. A.

## BAY CITY, MICH.

**The Riverside Truck & Storage Co.**

Storage Household Goods and Merchandise

Pool Car Distribution

25000 ft. Floor Space, Private Siding

Office and Warehouse

2nd and Adams Sts., Bay City, Mich.

The Men Who Distribute

**U. S. Envelopes**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## DETROIT, MICH.

GENERAL CARTAGE  
Transfer of Baggage  
Motor TruckingMOVING  
Local and Long Distance  
Storage and PackingWarehouse: 213 Griswold Street  
Canadian License**Baier Transfer & Storage Co.**Daily Truck Service Between Detroit and Toledo  
Forwarders of Household Goods and Autos to Florida  
and Western Coast

DETROIT, MICHIGAN

**MEMBERS:**National Furniture Warehousemen's Association  
Michigan Furniture Warehousemen's Association  
Main Office: 142 GRISWOLD STREET  
Main 1496—Cherry 6424

## DETROIT, MICH.

**Detroit Railway & Harbor Terminals Company**  
Clark & West Jefferson AvenuesCombining All Facilities for Water and Railway  
Transportation.

7,000,000 cu. ft. Genl. Stg.

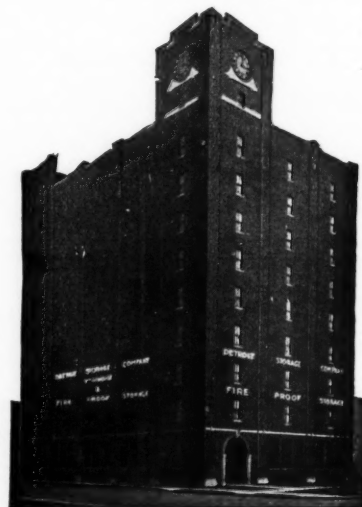
2,000,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## DETROIT, MICH.

**Detroit Storage Co.**

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

*Your Customers Know*  
**EDGAR'S SUGAR HOUSE**  
9 Merchandise Warehouses in Detroit

- |  |   |
|--|---|
| No. 1. Lafayette Ave., Cor. 12th St.,<br>M. C. & C. P. R. R.       | No. 7 Division and Dequindre, on G.<br>T. R. R.                               |
| No. 2. Alfred and Dequindre Sts.,<br>G. T. R. R.                   | No. 8 Foot of 8th St., River, M. C.<br>and C. P. R. R.                        |
| No. 3. Howard and 12th Sts., M. C.<br>and C. P. R. R.              | No. 9 Junction Ave., Penn. Ry., Wa-<br>bash & P. M. R. R.                     |
| No. 4. Clay and Dequindre Sts., M. C.<br>G. T. and C. P. R. R.     | No. 10 Lauderdale Ave. Junction to<br>Campbell, P. M. Wabash &<br>Union Belt. |
| No. 5. Campbell Ave. and Union Belt<br>Ry., Wabash and P. M. R. R. |   |

In addition to unequalled service, they offer you reduced insurance because of their fireproof construction. Negotiable warehouse receipts issued.

DETROIT, MICH.

**METROPOLITAN MOVING CO.**

Moving, Storage, Packing, Shipping  
WE MOVE BY VAN WITHIN 1000 MILES  
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.  
Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

DETROIT MICH.

**MARVIN SPRAGUE STORAGE**

12620-24 Hamilton Ave.

Moving, Packing, Shipping and Storage of Household Goods  
Pool Car Distribution of H.H.G.

DETROIT, MICH.

**JOHN F. IVORY, Inc.**

Office 6439 Hamilton Ave.

Moving Engineers  
Packing Shipping Storage  
Warehouse 1338 to 1348 Lafayette Boulevard  
Phones: Northway 2714-2982

DETROIT, MICH.

**Michigan Terminal Warehouse Company**

Brandt Avenue and Wyoming Road. Telephone  
Walnut 6010



**Detroit's Industrial Warehouse.**

3,000,000 cu. ft. Genl. Stg. 14 Acres for Industrial Development.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

DETROIT, MICH.

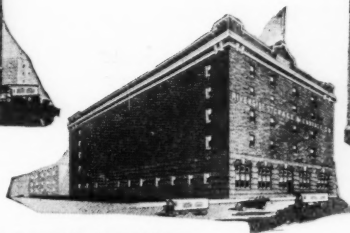
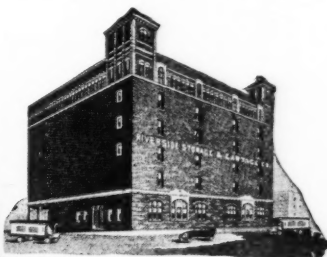
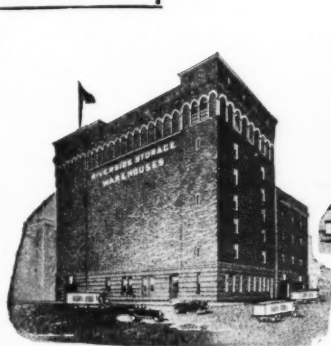
**MERCHANTS WAREHOUSE CO.**

Storing, Distributing, Forwarding

5620 Federal Ave.

Detroit, Mich.

DETROIT, MICH.



MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's Association

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Vice-President

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Secretary

**STORAGE—REMOVALS—PACKING—SHIPPING**  
**"SERVICE WITH SECURITY"**

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

**RIVERSIDE STORAGE and CARTAGE CO.**  
CASS and CONGRESS STS.  
DETROIT, MICHIGAN



## DETROIT, MICH.

## CONSIGN CRATED SHIPMENTS

TO THE ROBINSON STORAGE COMPANY  
434 E. Willis Avenue Detroit, Michigan  
Via MC, Wabash or NYO Russell St. Dely, or GT Trombly St. Dely.

**MOVING**  
Long Distance  
**CRATING**



**STORAGE**  
A Specialty  
**SHIPPING**

# ROBINSON

## GRAND RAPIDS, MICH.

## Largest Commercial Warehouse in Western Michigan

Located within four blocks of  
all principal freight depots

Instant Service. Merchandise Warehouse only.  
Only warehouse in Grand Rapids operating  
our own transfer business in addition to the  
warehouse. We operate 36 horse drawn ve-  
hicles and 12 motor trucks. Shipments made  
same day orders are received. Pool Car Dis-  
tribution. Private R. R. Siding. Free Switch-  
ing. Michigan Central R. R.

**COLUMBIAN STORAGE & TRANSFER CO.**  
GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

## The Largest and Most Modern Furniture Warehouse in Western Michigan

When you want the benefits of low insur-  
ance rates, efficient handling and advan-  
tageous location, send your Grand Rapids  
shipments to us. We know how to please  
you.

**Grand Rapids Storage & Van Co.**  
Lake Drive and Robinson Road GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

E. R. McCoy, Gen. Mgr.

**Kent Storage Company**  
General Merchandise Cold Storage

Storage—Reforwarding—  
Distributing

Members—American Chain of Warehouses  
American Warehousemen's Assn.  
Front Ave. and Pennsylvania Tracks

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Company**  
Wealthy Street and Charles Avenue, Grand Rapids, Mich.  
Fireproof and Non-Fireproof Warehouses  
100,000 Square Feet  
Storage—Moving—Packing—Shipping  
M. C. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—C. L. F. RR.—Mich.  
Elec. RR.

## GRAND RAPIDS, MICH.



## "Public Warehousing Is a Creative Economy"

This is the opinion of Mr. H. A. Haring, based  
on the fact that "there is no gain in business  
so certain as that which arises from savings in  
cost."

In Michigan, consignment to RICHARDS is  
a definite creative economy. 12 Richards ware-  
houses in Grand Rapids alone are completely  
equipped and carefully classified for the storage  
of practically every known commodity.

**RICHARDS STORAGE CORP.**  
Michigan, Ottawa and Ionia Aves.  
Grand Rapids, Mich.  
Branches at Muskegon and Kalamazoo

## GRAND RAPIDS, MICH.

**Western Michigan  
Transfer & Storage Co.**  
Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Mov-  
ing, Distributing. 2 Warehouses, 100,000 sq. ft. Every  
modern convenience, resulting in service of the better kind.

## KALAMAZOO, MICH.

**HASTINGS TRUCK CO.**  
Est. 1873

Merchandise Storage and Distribution  
Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

**KALAMAZOO, MICH.**

THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

**LANSING, MICH.**

"Center of Michigan"

**Fireproof Storage & Transfer Co.**

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
POOL CAR DISTRIBUTION

**LANSING, MICH.**

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
440 No. Washington Ave.

**SAGINAW, MICH.**

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.  
SAGINAW, MICH.

Office  
N. Michigan Ave.

**SAULT STE. MARIE, MICH.**

**Booth Bros. Transfer & Storage**

Local and Long Distance Hauling

Storage of Household Goods and Merchandise

Office, 621 Bingham Ave., on Terminal Track  
Sault Ste. Marie, Mich.

**DULUTH, MINN.**

Established 1892

Thirty-Two Years of Experience

**DULUTH VAN & STORAGE CO.**

18 Fourth Avenue, West

Modern Storage Facilities for  
Household Goods & Merchandise

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks—No Switching Charge

**DULUTH, MINN.**

**SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

The Men Who Distribute

**Pepsodent Tooth Paste**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**DULUTH, MINN.**



**It Certainly Pays**

A national distributor of condensed milk placed a spot stock in storage with us at the Head of the Lakes. Instead of dilly-dallying around waiting for pool cars the specialty men working this line now have a constant stock to work and turn over.

The result? Sales have jumped close to 50 per cent.

When the Northwestern part of this country offers knotty distribution problems we offer you our assistance in analyzing and solving the problem. Many other concerns doing a nation-wide business have had similar experiences. Let us tackle your distribution problems.

**McDougall Terminal Warehouse Co.**  
Duluth

**MINNEAPOLIS, MINN.**

When you think of Minneapolis, think of

**BOYD**

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.

Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.

Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul. Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.

Net Resources over \$475,000.00.

Thirty-five Years' Experience.

**The Boyd Transfer & Storage Co.**  
"Specializing in the Care of Household Goods"

**MINNEAPOLIS, MINN.**

**Cameron**

**TRANSFER & STORAGE CO.**

734-758 Fourth Street North

Distributing and Warehousing Merchandise  
and Household Goods

Conveniently located in business district.  
Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service  
Local and Long Distance Hauling

## MINNEAPOLIS, MINN.

**Kedney Warehouse Company**

Incorporated

**Fireproof Houses**

Merchandise Storage with office and display space,  
617 Washington Ave., No.—G. N. & Burlington.  
Household Goods Storage, Moving and Packing,  
8-10-12 Hennepin Ave. on C. G. W. Tracks.

## MEMBERS

A. W. A. N. F. W. A. Minn. W. A.

## MINNEAPOLIS, MINN.

**MURPHY****Transfer & Storage Co.**

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates,  
the safety of your goods is not only assured, but at  
lower cost.

Three railroads connect direct to our platform: the  
G. N., M. & St. L., and C., B. & Q. All others switch  
free to us.

## MINNEAPOLIS, MINN.

**Skellet of Minneapolis**

deserves a place at the head of your Minneapolis list. A  
new warehouse, modern in every detail, and operated by  
experienced men along most efficient lines. Open storage and  
private rooms; centrally located on private side track; 21  
vans and trucks. Our facilities and service warrant your  
investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

**SKELLET COMPANY**

Main Office

201 South Fifth Street Minneapolis, Minn.

We operate Ballard Company in St. Paul

## ST. PAUL, MINN.

St. Paul

Minn.

**BALLARD****FIREPROOF STORAGE & TRANSFER CO.**Distributors and Handlers of  
HOUSEHOLD GOODS

## ST. PAUL, MINN.

**CENTRAL****WAREHOUSE COMPANY**

MERCHANDISE STORAGE and DISTRIBUTION

**Saint Paul Midway Minneapolis**

Where One Stock Serves the Twin Cities and Northwest  
At the Junction of Nine Railroads  
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

**Served by Our Own Electric Locomotives**

Motor Trucks for Local Deliveries  
Your Patrons in the Northwest

**Desire Quick Service****Let Us Help You Give It to Them****MERCHANDISE BONDED and COLD STORAGE  
INDUSTRIAL SITES**

Shipping Station

Minnesota

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Minn.



Members

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M. W. A.

Represented by—

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NEW YORK CITY427 W. ERIE ST.  
CHICAGO625 THIRD ST.  
SAN FRANCISCO

Phone B. 9, 900

Phone Sup. 7180

Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

## ST. PAUL, MINN.

**FIDELITY STORAGE & TRANSFER CO.****HIGH GRADE STORAGE ACCOMMODATIONS**

Office, 331 Wabasha Street, Corner Fourth St.  
Pooled Cars Distributed, Three Track Warehouses,  
Merchandise and Household Goods

## ST. PAUL, MINN.

**ST. PAUL TERMINAL  
WAREHOUSE COMPANY**

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and  
Distribution****ST. PAUL**



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TO GIVE the service that your customers expect and are entitled to receive, it is essential that every department head in your organization have an intimate knowledge of modern warehousing.

This knowledge can best be imparted to the various men in your organization by having them read DISTRIBUTION & WAREHOUSING each month.

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The subscription price is only \$2.00 per year. Dictate the letter now, giving us the names and addresses of the men in your company who should be receiving this publication each month.

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FIREPROOF STORAGE  
Merchandise and Household Goods  
Great Northern and Burlington Trackage

### JACKSON, MISS.

#### RICKS

#### Storage & Distributing Company BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse  
General Merchandise and Household Goods  
Storage and Distributing  
Modern Brick Buildings  
Private Siding I. C. R. R.  
Motor Truck Service

Members: American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

### VICKSBURG, MISS.

#### Z. B. SCHWARZ STORAGE & DISTRIBUTING CO. VICKSBURG, MISSISSIPPI

MODERN, FIREPROOF WAREHOUSE  
SPRINKLER SYSTEM  
LOWEST INSURANCE RATES  
POOL CAR DISTRIBUTION A SPECIALTY

We are equipped to store and distribute GENERAL MERCHANDISE of any description, HOUSEHOLD GOODS, AUTOMOBILES, ETC.

Private Sidings, Federal Barge Line, Y. & M. V. R. R.,  
A. & V. and V. S. & P. R. R.

OUR MOTTO: PROMPT AND EFFICIENT SERVICE

### JOPLIN, MO.

#### Tonnies Transfer & Storage Co. 1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

### KANSAS CITY, MO.

Members  
N. F. W. A., M. W. A., Can. W. H. A.  
Chamber Commerce, United States

#### A-B-C Fireproof Warehouse Co. Four Fireproof Warehouses

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer. Your interests are always safeguarded.

A-B-C and Kansas City are synonymous  
Think of either and you think  
of the other

## KANSAS CITY, MO.

**Adams Transfer & Storage Co.**

228-236 West 4th Street, Kansas City, Mo.

RESPONSIBLE RELIABLE REASONABLE

Located in the Heart of the Wholesale District

Merchandise Storage Low Insurance Rates

Pool Car Distribution, Freight Forwarders and  
Distributors, City Delivery Service Covering  
City Twice DailyMembers: National Chamber of Commerce—Kansas City Cham-  
ber of Commerce—American Warehousemen's Association  
Traffic Club of Kansas City—American Chain of Warehouses.

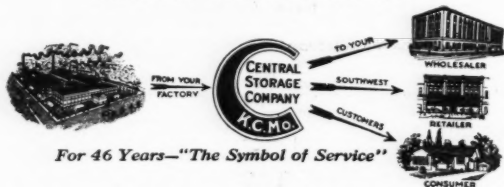
## KANSAS CITY, MO.

**"NO DRAYAGE"**Ship Your Pool Cars to Us and Save 25 to 50  
Per CentNo drayage charges on shipments moving beyond Kansas City. All  
cars handled in our house, thus eliminating damage by exposure to  
weather incident to handling at open air docks owned by railroad  
companies. The only charge to the shipper is a nominal fee for  
handling and checking car, unless shipper assumes cost of cartage  
on local deliveries from car.  
Fireproof warehouse—reinforced concrete, 120,000 sq. feet avail-  
able. Automatic Conveyor System. Free Switching, usual absorp-  
tions. Transit Rates and Privileges. Negotiable receipts issued.  
Universal Trap Car to all steam roads, eliminating drayage on  
"out of town" shipments. Real Service.

Write for rates on "Pool Cars" or Merchandise Storage.

**RADIAL WAREHOUSE COMPANY**General Office: Radial Bldg., Charlotte and Armour Road  
NORTH KANSAS CITY, MISSOURI

## KANSAS CITY, MO.

YOUR CUSTOMER WANTS HIS GOODS NOW  
SHIPMENTS THRU US LEAVE KANSAS CITY THE  
SAME DAY ORDER IS RECEIVEDMOST CENTRAL LOCATION—18 CAR TRACK SET  
POOL CAR AND MERCHANDISE DISTRIBUTION

1422 St. Louis Ave.

CENTRAL INDUSTRIAL DISTRICT  
OVERNIGHT SHIPPING SERVICE

## ST. LOUIS, MO.

**A R R O W**

Fireproof Storage &amp; Moving Co., Inc.

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CONCRETE CONSTRUCTION  
FIREPROOF WAREHOUSE  
FOR FURNITURE

Merchandise Storage and Distribution

Bonded Warehouse On Terminal Switch For Car Lots

ST. LOUIS, MO.

## KANSAS CITY, MO.

Consign to our Bonded Fireproof Warehouse

**HITE BROTHERS**

STORAGE AND TRANSFER COMPANY

31st and Highland, The heart of the residential district  
RECEIVING, PACKING, SHIPPING  
AND  
STORING, MOVING, DISTRIBUTION  
OF HOUSEHOLD GOODS AND MERCHANDISE

## ST. LOUIS, MO.

**—in St. Louis**

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Langan & Taylor  
Storage and Moving Co.R. U. Leonori  
Auction and Storage Co.New York  
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Storage CompanyAmerican  
Storage and Moving Co.FIVE great  
household  
storage and  
moving com-  
panies are  
owned and op-  
erated by this  
single organiza-  
tion — centering  
strength and fa-  
cilities and bet-  
tering service.**General  
Warehousing  
Company**Delmar at Euclid  
Saint Louis

## KANSAS CITY, MO.

Every facility for  
the distribution of  
pool car mer-  
chandise, insuring  
a service only  
comparable with  
the best to be had.1900 Central St.  
Kansas City MissouriL. J. KISSICK  
PresidentJ. H. KISSICK  
Vice-President

The Men Who Distribute

**Climalene**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

ST. LOUIS, MO.

**BEN A. LANGAN**  
**FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

Avoid the Details of Shipping—Concentrate on Sales  
Storage—Pool Car Distribution—Cartage  
Office Space and Rental  
Track Connection All Railroads

MEMBERS:

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ST. LOUIS CHAMBER COMMERCE

**S. N. LONG WAREHOUSE**

Ninth and Gratiot Sts. St. Louis, Mo.

ST. LOUIS, MO.

**The St. Louis Gateway.**

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



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*of St. Louis, Missouri.*

R. F. Abernathy, Resident Mgr.

HASTINGS, NEBR.

**Borley Storage & Transfer Co., Inc.**  
Pool Car Distributor

STORAGE—FURNITURE HAULING, LIGHT & HEAVY  
MERCHANDISE TWO WAREHOUSES  
Private Railroad Siding  
All Railroad Connections

OMAHA, NEBR.

16TH & LEAVENWORTH, OMAHA, NEBR.

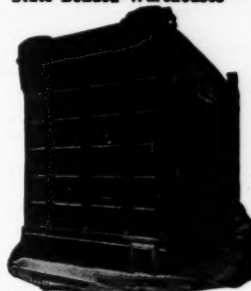
**BEKINS**  
**VAN & STORAGE CO.**

MOVING SHIPPING PACKING STORING

Sioux City, Iowa.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

OMAHA, NEB.  
& COUNCIL BLUFFS, IOWA

State Bonded Warehouse



813 Douglas St.

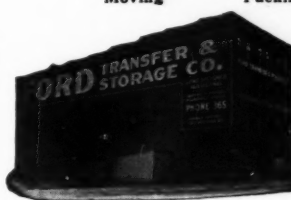
Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.

**FORD**

"Gets There Regardless"

**Transfer & Storage Co.**

Local Shipments Efficiently Handled by 17 Trucks  
Private Sidings  
Pool Car Distribution and Reforwarding  
Fireproof Warehouse  
Moving Packing Shipping



700 So. Main St.

Omaha, Nebr.

813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

OMAHA, NEBR.

**GORDON**

**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.



**Pluck and Business**  
**Enterprise**

**All in One Word**  
**"Advertise"**



## OMAHA, NEBR.

**OMAHA'S LARGEST  
MERCHANDISE WAREHOUSE**

offers to the Storing Public the IDEAL warehouse and distributing service in the middle west.

We have the location, facilities and equipment to properly handle your products; add to these personal attention and your warehouse problem is solved.

*The Omaha Storer*

**MERCANTILE**  
**Storage & Warehouse Company**  
**OMAHA**

## OMAHA, NEBR.

**Pacific Storage & Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

Members of the Central Warehousemen's Club, American Warehousemen's Ass'n.

## OMAHA, NEBR.

**Terminal Warehouse Company**

702-712 S. Tenth Street

CENTRALLY LOCATED

POOL CAR DISTRIBUTION.

MERCHANDISE STORAGE AND TRANSFER.

IMPLEMENTS STORAGE AND TRANSFER.

COMPLETE HOUSEHOLD GOODS SERVICE.

WE RECIPROCATE.

## ASBURY PARK, N. J.

Reference any bank in our city

**Anderson's Express & Storage**  
Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of  
Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty  
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

## ASBURY PARK, N. J.

**A. G. ROGERS, 904 Sewall Ave.**  
Fireproof Storage Warehouse

Storage, Parking, or Shipping of Household Goods.  
Merchandise. Storage and Pool Car Distribution.  
Long distance hauling. Reference any bank our city.

## ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE  
WAREHOUSE CO.**

Office: 110 N. South Carolina Avenue  
Inter-City Auto Service Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise  
Piano Moving

Phone 108

## CAMDEN, N. J.

C. S. & E. J. ZEIGLER, Proprietors

**The Park Storage Warehouse Co.**

Main Office and Warehouse:

HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given

Phones, Bell 1299, Eastern 34651

**Storage, Moving, Packing and Shipping**

**AUTO VANS—NO ROAD TOO LONG**

Member: N. F. W. A. & N. J. F. W. A.

## CAMDEN, N. J.

**MANUFACTURERS' DISTRIBUTORS**

Direct delivery service throughout Philadelphia  
and Camden—: : Correspondence solicited.

Address

**TROTH TRUCKING & WAREHOUSE CO.**

Office—5th and Byron Streets, CAMDEN, N. J.

## EAST ORANGE, N. J.

Established 1870

**COYNE STORAGE WAREHOUSES**

349 Main St.

36 No. Clinton St.

**STORING**

**MOVING**

**PACKING**

**Household Goods**

Member of N. F. W. A.—N. J. F. W. A.

**Dreadful Economy**

"Never Venture, Never Win"

We All Well Know the Saying;

Our Trouble's with That Word "Begin"

For That of Course Means Paying—

Pop.

EAST ORANGE, N. J. Established 1887 R. T. BLAUVELT, President

### Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

EAST ORANGE, N. J.

"Where Promise Means Performance"

### Meadowbrook Storage Warehouse Co.

Successors to

WATSON'S FIREPROOF STORAGE WAREHOUSE

195-201 McKINLEY AVE. EAST ORANGE, N. J.

HACKENSACK, N. J.

### GEO. B. HOLMAN & CO., Inc.

STORAGE SHIPPING PACKING  
HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local & Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

HARRISON, N. J.

NEWARK—THE ORANGES

### Security Storage Warehouses

412-20 Harrison Ave.

John O'Connor, Prop.

Merchandise and Household Goods

Warehousing and Distribution

Regular daily distribution service between Greater  
New York and the Newark Territory

Members A. W. A. and N. F. W. A.

JERSEY CITY, N. J.

Members: N. J. F. W. H. A.  
National F. W. H. A.

### Goodman Warehouse Corporation

830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State.

Bayonne Warehouse:—21 W. 20th Street.

LONG BRANCH, N. J.

### James Calkins & Co.

Storage Warehouse

Storage, Packing and Shipping of Household Goods

Distribution of General Merchandise

Pool Car Distribution

Direct R. R. Siding—N. Y. & L. B. R. R.

MONTCLAIR, N. J.

### THOMAS H. GIBBS

STORAGE, PACKING, SHIPPING of FINE  
HOUSEHOLD GOODS

ORANGES Motor Truck Service—Serving CALDWELL BLOOMFIELD

NEWARK, N. J.

Distribution Service

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Enterprising financiers and great corporations have taken a hand in trying to solve this problem of distribution.

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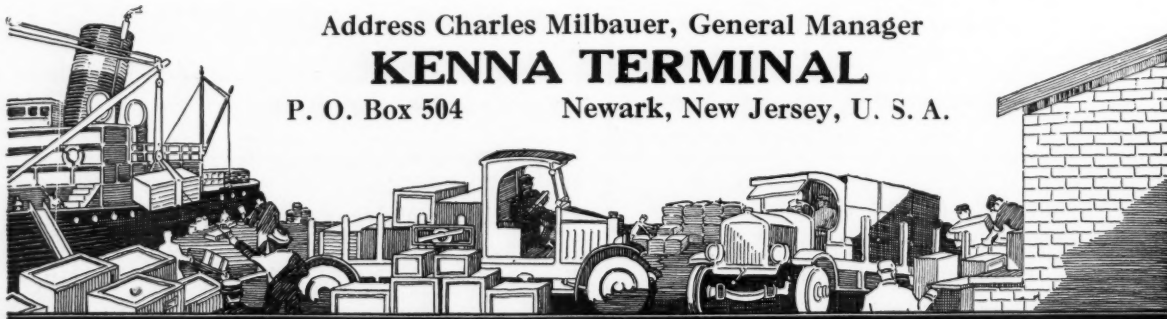
*Further Facts, Maps, Diagrams, etc., on request.*

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**"In the Heart of Industrial Trenton"**

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Storage, Distribution and Pool Car handling.

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We make prompt collections and re-  
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Member of N. Y. Furniture Warehousemen's Association  
Member of Van Owners Association of Greater New YorkYe can't make any progress just by stayin'  
where ye are;Ye can't make speed by settin' in a one  
horse car.Don't think because yer Movin' that yer surely  
"gettin'" there;Unless ye get PUBLICITY—ye can't get  
Anywhere!

"Pop."

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To save delay for consignments  
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goods in our care to "Eastern  
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This is the center of Greater  
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congestion.**Absolutely Fireproof****Long Island Storage Warehouses**

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Established 1888

**Storage Warehouse      Motor Van Service**

A capable and efficient organization at your service to handle your consignments of household goods.

Three modern warehouses.

Railroad siding.

Our own fleet of motor vans and trucks.

Thirty-seven years shipping and receiving.

Expert service in connection with export shipments.

Goods consigned to us will receive the attention you expect.

Consign all shipments to Bush Terminal.

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187-199 So. PORTLAND AVE.

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Fireproof Branch: 356-360 Coney Island Ave.

Consign your shipments in our care for Brooklyn, Long Island and all Suburban Points.

Storage, Moving, Packing and  
Shipping of Household Goods



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**BUFFALO  
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Warehouse on New York Central Tracks

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In distribution of goods for National Merchandisers.  
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Congoleum**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

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**Forest Hills Fireproof Storage**  
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Storage and  
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Exclusively

Serving Forest  
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Equipped  
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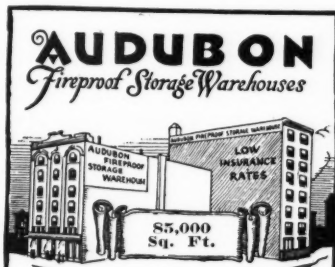
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A Firm—long identified with Soap—

Half Profits placed to Advertising Dope.

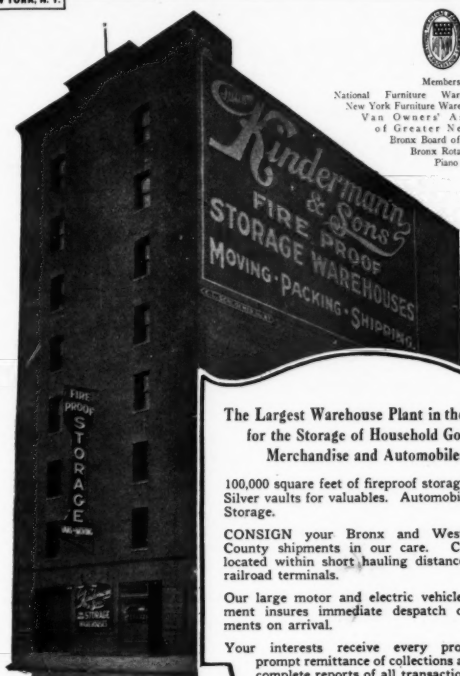
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NEW YORK, N. Y.



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Stretching from  
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40 years' experi-  
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small — consigned  
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LAWRENCE S. MORRIS  
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Established 1875



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Largest Fireproof Warehouse  
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Oldest Movers and Packers

Efficient Service Since 1887

Consign your Household Goods Shipments and Pool Car Shipments.  
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**STORAGE MOVING PACKING SHIPPING**OF HOUSEHOLD GOODS  
Collections made and promptly remitted

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WASHINGTON  
OREGON  
HAWAIIReceiving Station  
Pier 61 North River

NEW YORK CITY

New York Office: ONE BROADWAY

NEW YORK  
STATEN ISLAND } N. Y.

C. H. BROWN, Pres.

## STORAGE

**RICHMOND WAREHOUSES**

WEST NEW BRIGHTON, N. Y.

Shipments to Staten Island Solicited  
Warehouses located at West New Brighton and Tompkinsville  
Members N. F. W. A. and N. Y. F. W.

## NEW YORK, N. Y.

**TOOKER STORAGE & FORWARDING CO.**

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Automatic Fire Alarm  
Erie Railroad SidingNew York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. TracksChicago Office  
and  
Warehouse:  
3615 Iron Street  
Chicago, Ill.

## NEW YORK, N. Y.

"We Move in Society"

**HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

The Men Who Distribute

**Wrigley's Chewing Gum**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

NIAGARA FALLS, N. Y.

**YOUNGS  
FIREPROOF WAREHOUSE**

*Motor Truck Service*

DISTRIBUTING AND WAREHOUSING  
ALL CLASSES OF MERCHANDISE  
HOUSEHOLD GOODS—AUTOS

*Private R. R. Siding      Pool-Car Service*

Members N. F. W. A.

ROCHESTER, N. Y.



**General Merchandise  
Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

Arthur S. Blanchard, President

**Blanchard Storage Co., Inc.**

Storage Moving      HOUSEHOLD GOODS      Packing Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

ROCHESTER, N. Y.

**J. C. Clancy Carting Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

Pool car distribution and forwarding.

Warehouses for merchandise and household goods

Motor vans for local and long distance moving.

**B. G. COSTICH & SONS, INC.**

271 Hayward Ave.

Rochester, N. Y.

ROCHESTER, N. Y.

Storage of automobiles and general merchandise—N.Y.C.

R.R. siding—Pool Car Distribution—Motor Service.

**Monroe Warehouse Company, Inc.**

Established 1823

1044 University Ave.

ROCHESTER, N. Y.

Members N.F.W.A., A.W.A., N.Y.F.W.A.

**ROCHESTER STORAGE WAREHOUSES**

Fireproof and Non-Fireproof

Owned and Operated by

**ROCHESTER CARTING CO.**

Storage      Moving      Packing      Shipping

ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ CO.**

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans  
for City and Long Distance Moving. Storage  
and Packing Household Goods. Warehouse  
Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

**CAMPBELL'S WAREHOUSE**

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING AND STORAGE OF HOUSEHOLD  
GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.



"A Good Sign of      Real Service"

**DIETS STORAGE WAREHOUSE**

OFFICE: 108 WILKINSON ST.

SYRACUSE, N. Y.

**Flagg Storage Warehouse Co.  
SYRACUSE, N. Y.**

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING

Mdse. Storage

Private Siding

Pool Cars Handled



## SYRACUSE, N. Y.

**KING STORAGE WAREHOUSE, INC.**Opposite N. Y. C.  
West St. Station**COMMERCIAL and FURNITURE STORAGE**Automatic Sprinkler System Throughout Affording Our  
Customers Low Insurance Rate**Private Railroad Sidings****DISTRIBUTING SERVICE**Carload or less carload shipments will receive prompt and careful  
attention. This branch of warehousing has been a specialty with us  
for over twenty years. We maintain our own delivery service.**HOUSEHOLD GOODS**We solicit your Syracuse business. Motor delivery service. Careful  
attention to collections. Satisfaction to yourself and customer guar-  
anteed.**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE****358-376 WEST WATER ST.****MEMBERS**American Warehousemen's Association  
National Furniture Warehousemen's Association

## WATERTOWN, N. Y.

**WINSLOW TRUCKING CO., Inc.****GENERAL STORAGE, TRUCKING AND TRANSFER**  
**FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK****Moving, Packing, Shipping**

Members: N. F. W. A. and A. W. A.

## WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

29-31 Brookfield St.

Also serving  
Tarrytown  
Scarsdale  
Hartdale  
Mamaroneck  
Portchester  
LarchmontOne of the most modern and best equipped  
Storage Warehouses in Westchester.  
Household Goods Exclusively  
Low Insurance Rate  
Packing—Crating—Shipping  
Members N.Y.F.W.A.

## YONKERS, N. Y.

Office Telephone 815

**Dobson's Storage and Motor Vans****Packing, Crating and Shipping**  
**Furniture Bought and Sold**

Residence Telephone 3898

**222 New Main Street and 19 Morgan Street,**  
**Yonkers, N. Y.**

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**

3 MILL ST.

**Fireproof Storage Warehouse**Strictly modern in every respect. The largest and latest in Westchester  
County—serving entire county.

## UTICA, N. Y.

**Broad Street Warehouse Corporation**

700 Broad Street

Announces the Opening of a

**MODERN STORAGE WAREHOUSE**

Consisting of

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insur-  
ance Rates. Sprinklered and Heated. Private Offices for  
Manufacturers' Representatives.

Modern Facilities for

**STORAGE**      **DISTRIBUTION**  
**PACKING**      **FORWARDING**

Of Merchandise, Automobiles, Household Goods

**"IN THE HUB OF NEW YORK STATE"**

## UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**

of Utica, N. Y.

The Heart of New York State and natural distributing  
point. "Jones of Utica" has distributed Merchan-  
dise and Household Goods for 25 years. Every  
modern facility.

## UTICA, N. Y.

**Seneca Warehouse Co., Inc.**

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

**MERCHANDISE—POOL CAR DISTRIBUTION.**

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

**Pool cars handled promptly. Motor Service.**

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

**Union Storage & Warehouse Co.****BONDED****General Merchandise Storage and**  
**Distribution.****Chemicals, Textile Goods,**  
**Cotton, etc.****Private Sidings. Members A. W. A.**

The Men Who Distribute

**Root Beer Supplies****Read DISTRIBUTION & WAREHOUSING**  
**and consult the Shippers' Index**

**GREENSBORO, N. C.**

*Consign your cars to us for  
prompt and efficient handling*

**125,000 square feet floor space.**

**A—Insurance Rating**

**Private sidings.**

**GREENSBORO WAREHOUSE  
AND STORAGE COMPANY**

Greensboro, N. C.

Est. 1904

Bonded

**GREENSBORO, N. C.**



**Rucker Bonded Warehouse Corporation**  
Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.

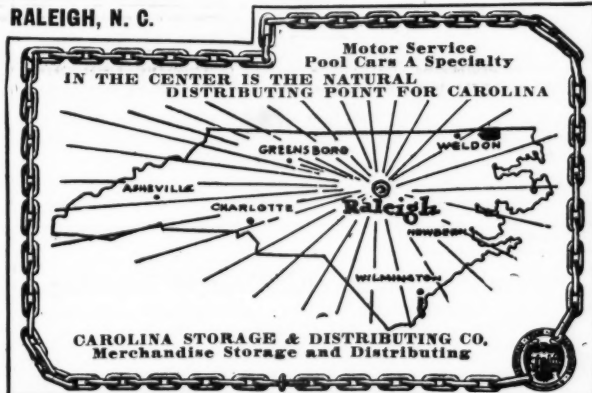
Private Railroad Sidings. Sprinkler System.

Low Insurance Rate.

Pool Cars Handled Quickly.

MEMBERS: A. W. A.

**RALEIGH, N. C.**



**WASHINGTON, N. C.**

**Beaufort County Storage Warehouse Co., Inc.**

(Bonded)

General Merchandise Storage and Distribution  
For All of North Carolina and South

Direct A. C. L. siding. W. & V. switching arrangements with  
Norfolk & Southern

**WINSTON-SALEM, N. C.**

**LENTZ Transfer Company**  
Storage Warehouses

Packing, Storing, Shipping of Household Goods  
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

**FARGO, N. D.**

**UNION TRANSFER COMPANY**

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space.  
Merchandise, agricultural implements, household goods.  
Ship pool cars and spot stocks in our care. No car switch-  
ing charges. Nineteen Years of Service.

806-810 Nor. Pac. Ave.

AWA—ACW—Minn. WA

**GRAND FORKS, N. D.**

**KEDNEY WAREHOUSE COMPANY**

(INC.)

FIREPROOF STORAGE

MERCHANDISE AND HOUSEHOLD GOODS

Office Facilities—Great Northern Trackage

Members A. W. A., Minn. W. A.

**AKRON, OHIO**

**The W. Lee Cotter Warehouse Company**

Cor. Mill & College St.

97 E. South St.

Household Goods, Storage,

Merchandise Storage

Moving, Packing

Motor Freight Service

Member N. F. W. A.

Member A.W.A.

**AKRON, OHIO**

**The KNICKERBOCKER  
WAREHOUSE and STORAGE CO.**

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

**CANTON, OHIO**

**The Canton Storage Co.**

528—4th Street, N. E.

Canton, Ohio

Draying, Storing, Shipping and  
Carting. Also Cold Storage and  
Distributing Car Loads and Less.

**CANTON, OHIO**

Our Experience and Modern Facilities Make  
Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

**THE CUMMINS STORAGE CO.**

Private Sidings

Free Switching

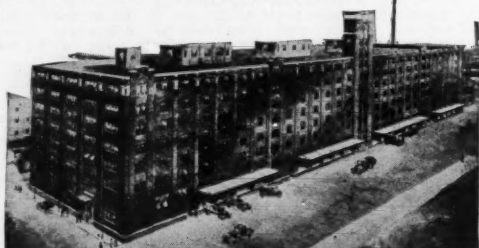
The Men Who Distribute

**Vick's Vaporub**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.  
Central Ave. and Augusta St. Telephone Main 106



**Largest Fireproof Warehouse in Ohio.**  
7,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## CINCINNATI, OHIO

# STORAGE

## Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.  
Sprinkler System.

**Low Insurance Rate**

Railway siding.  
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US  
ARE READILY NEGOTIABLE FOR CASH

**The Cincinnati Tobacco Warehouse Co.**

CENTRALLY LOCATED  
No. 7 W. Front St., Cincinnati, Ohio

## CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;  
R. W. Pagels, Treasurer.

## The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by  
**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

MAIN OFFICE  
937 West 8th St.  
Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

CONSIGN YOUR HOUSEHOLD GOODS TO  
**The "Al" Naish Moving & Storage Co.**  
3207-13 Madison Road, Oakley Cincinnati, Ohio  
**FIREPROOF STORAGE WAREHOUSE**  
SERVING GREATER CINCINNATI OAKLEY, HYDE PARK  
LONG DISTANCE MOVING A SPECIALTY

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**  
222 and 224 East Front Street

Member of American Warehousemen's Assn.,  
American Chain of Warehouses

## CINCINNATI, OHIO

## THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

## CLEVELAND, OHIO

THE

## CLEVELAND STORAGE

Incorporated 1884.

CO.

**MERCHANDISE STORAGE**  
and  
**DISTRIBUTION**

3 Warehouses—Private Siding—C. C. C. & St. L. R. R.  
Conveniently Located in Business and Shipping District

**LOW INSURANCE RATES**

Offices: 619 Guardian Bldg.

## CLEVELAND, OHIO

## Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

**THE CURTIS BROS. TRANSFER COMPANY**  
Cleveland, Ohio

## CLEVELAND, OHIO

## Ship Your Cleveland Freight

Direct care the Gregg Cartage & Storage Co.  
Freight to and from Depots.  
Storage and Delivery on Request.

Distribution of Samples, Packages and Circulars.

**THE GREGG CARTAGE & STORAGE COMPANY**  
Storage and Warehouse, 633 Huron Road, CLEVELAND, OHIO

## CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER**  
**SERVICE**  
**TERMINAL**  
**BUILDS BETTER BUSINESS**  
MERCANTILE WAREHOUSING AND DISTRIBUTING



CLEVELAND, OHIO

Interstate Terminal Warehouses, Inc.  
1200 West 9th Street. Telephone Cherry 4170



The Only Cold Storage in Cleveland on Railroad Tracks.

3,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

CLEVELAND, OHIO

The Knickerbocker  
Storage Co.

7724 Detroit Ave., Cleveland, Ohio  
HOUSEHOLD STORAGE

Moving

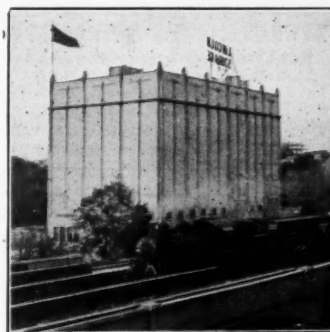
Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

This shows  
one reason  
we can han-  
dle ship-  
ments as  
fast as you  
send them!



Both of our warehouses are most fortunately situated—  
especially so on Penna., and Nickel Plate R. R.



The LINCOLN  
STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.  
Depositories at 5660-5704 Euclid Ave. and  
11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.  
W. R. THOMAS, Vice-Pres.  
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—  
11201 Cedar Ave., on the N. Y. C. Belt Line  
connecting with all R. Rs. entering Cleveland.  
L. C. L.—Penna. Euclid Ave. Sta. adjoining  
our Euclid Ave. Warehouse. Other R. Rs. to  
Cleveland, Ohio.

Member: N. F. W. A., A. W. A., and C. F. W. A.

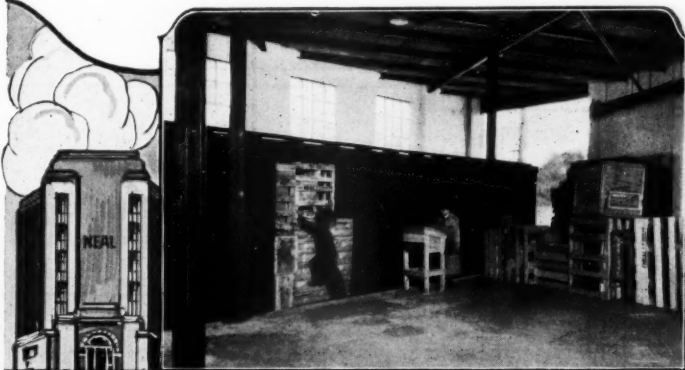
CLEVELAND, OHIO

**NEAL**



**NEAL**

Forward Your Shipments to Cleveland and Vicinity in Our Care  
At Our West Side-Lakewood Branch



Our private switch facilities enable  
us to receive (or forward) carload  
shipments within our own building  
and all on one floor level.

Efficient, Economical Service with  
personal attention to every detail.

A. W. NEAL, President  
C. J. NEAL, Vice Pres.  
W. R. KISSICK, Sec'y

The **NEAL** FIREPROOF STORAGE  
COMPANY CLEVELAND

## CLEVELAND, OHIO

**MERCHANTS TERMINAL COMPANY**

New Fireproof Warehouse 3540 Croton Avenue

**GENERAL STORAGE and DISTRIBUTION**

Motor Truck Service

Private Siding on New York Central Railroad

Free Switching from All Other Railroads

L. M. SOUDERS, Pres. &amp; Gen'l Mgr.

## CLEVELAND, OHIO

**THE  
SCOTT BROS.  
Fireproof Storage Co.**

1838-40 East 55th Street

**MEMBERS**[Cleveland Furniture Warehousemen's Association]  
[National Furniture Warehousemen's Association]

## E. CLEVELAND, O.

Others as Good



But None Better

See page 362 1926 Directory

## COLUMBUS, OHIO

Consign H. H. G. to

**EDWARDS at Columbus**

Edward's Service guarantees the shipper all that he expects.

**PACKING STORAGE**  
**LOCAL and LONG DISTANCE**  
**MOVING****The Edwards Transfer & Storage Company**  
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

## COLUMBUS, OHIO

**The W. Lee Cotter Warehouse Company**  
32 East Swan St.*Merchandise Storage and Distribution**Motor Freight Service*

Member A. W. A., O. W. A.

## COLUMBUS, OHIO

Safety First

**The Fireproof  
Warehouse & Storage Company**  
1018-30 North High Street  
Columbus, Ohio**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO.

**The Merchandise Storage Company**

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## COLUMBUS, OHIO

**If You Knew** How much of the money you spend in advertising and sales campaigns was a total loss because your competitor gets the business by making immediate delivery—*You would find it pays to carry a spot stock with us in Columbus!*

General Storage and Merchandise Distributors

**THE OHIO WAREHOUSE CO.**

544-560 Park St. South

Columbus, Ohio

## COLUMBUS, OHIO

**The Security Storage & Power Co.**  
COLUMBUS, OHIOLowest Insurance Rate in Columbus, 21c.  
General Storage Distribution

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED

**BAINBRIDGE, BACON & STATE STREETS**

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

**LAKEWOOD, OHIO**

*"Across the Hall—Across the Continent"*  
Consign Cleveland—Lakewood Shipments to  
**THE**  
**Lakewood Fireproof Storage Company**  
14401 Detroit Avenue Lakewood-Cleveland, Ohio  
*Only Warehouse in Lakewood*

**MANSFIELD, OHIO**

**The Pioneer Storage Company**  
Successors to  
**The W. Lee Cotter Warehouse Co.**  
131 E. Fifth St.  
Household Goods and Merchandise Storage Motor Vans  
Member N. F. W. A.

**MARION, OHIO**

**MERCHANTS  
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

**MEMBER N. F. W. A.**

**MARION, OHIO**

**PADDOCK  
Transfer & Storage Co.**

ESTABLISHED 1889

Our central location, complete equipment and our earnest desire to have only satisfied customers insures excellent service in:—

**STORAGE** For household goods  
and merchandise.

**MERCHANDISE  
DISTRIBUTION**

**SHIPPING & PACKING**

**MOVING**

(Locally and long distance)

**SPRINGFIELD, OHIO**

Member A. W. A., O. W. A.

**HODGE STORAGE & CARTAGE CO.**

**Merchandise Storage and Distribution  
Pool Cars Solicited**

Private Siding on Pennsylvania Railroad  
Free Switching from Other Lines Entering Springfield

**SPRINGFIELD, OHIO**

**Springfield, Ohio Shipments!**

**Bill Through**

**WAGNER**

**Fireproof Storage and Truck Co.**

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

**Door to Door Delivery in Dayton—Springfield—Columbus**  
**Daily Freight Service at Freight Rates**

**TOLEDO, OHIO**

**The W. Lee Cotter Warehouse Company**

201 Cherry St.

**Merchandise Storage and Distribution**

**Excellent Service**

**Member A. W. A.**

**TOLEDO, OHIO**



**"SHIP TO TOLEDO AND  
CONSIGN TO DEPENTHAL"**

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

**DEPENTHAL TRUCK & STORAGE CO.**  
Main Office, 108 Summit Street, Toledo, Ohio

**TOLEDO, OHIO**

**THE GENERAL  
FIREPROOF STORAGE CO.**

651-655 STATE STREET

**Household Goods Exclusively**

Member—The National Furniture Warehousemen's Ass'n

**TOLEDO, OHIO**

**Let "RATHBUN" Do It  
THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

**Storage of Household Goods, Pianos and  
Merchandise**

Members Nat'l F. W. Assn.



## TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

**The H. C. Lee & Sons Co.**

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

**Yount's Cartage & Storage Co.**

615 Monroe St. Toledo, Ohio

Moving, Packing, Crating and Storage.

Pool Car Distribution.

Send Us Your Next Shipment.

We Believe in Reciprocity.

Established 1890.



## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO**

EST. 1887

CRATING — PACKING — MOVING

**STORAGE**

YOUNGSTOWN, OHIO

## CHICKASHA, OKLA.

**Rock Island Transfer & Storage Co.**

Merchandise Pool Cars Distributed

Logical Distributing Point of the South West Territory

Chickasha, Okla.

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

## OKLA. CITY, OKLA.

531-3-5-7 W. Main St.

Established 1889

**O. K. Transfer & Storage Co.**

General Warehousing and Distribution

PRIVATE SIDING—FRISCO

FREE SWITCHING

Motor Truck and Teaming. Lowest Insurance in the State.

Members—N. F. W. A., A. W. A., Am. Chain & Dist.  
Service, Inc.**HOUSEHOLD GOODS. MERCHANDISE**

30 Years Under Present Management

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping

Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.  
Best Service Obtainable.

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.**

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. &amp; S. F., Frisco, M. V., M. K. &amp; T., O. U. R. &amp; S. S.

## PORTLAND, ORE.

16th &amp; Sandy Blvd., Portland, Ore.

**BEKINS**

VAN &amp; STORAGE CO.

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Tacoma, Wash.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## PORTLAND, ORE.

**Oregon Transfer Company**

Established in 1848

474 Glisan Street

Portland, Oregon

U. S. Bonded and Public Warehouses

Storage, Distribution and Forwarding  
Specialists

Largest Warehouse and Transfer Organization in Pacific Northwest. We own our buildings and equipment.

## ALLENTOWN, PA.

**Diehl Storage Warehouse Co.**

Established 1868

Investment \$200,000.00

Local and Long Distance Hauling

PACKING - CRATING - SHIPPING

COMMERCIAL

STORAGE

226 - 230 N. 8th Street

HOUSEHOLD

ALLENTOWN, PA.

AUTOMOBILE

400 Rooms Under Lock

Bell 2653

## ALLENTOWN, PA.

**C. A. Dorney Storage Warehouse Co.**

Warehouse—Race &amp; Linden Sts. Office—612 Hamilton St.

General Storage

Household Goods

Merchandise

Distribution

Forwarding

Direct switch connection Lehigh Valley R. R.

Automatic Sprinkler System

## BETHLEHEM, PA.

## ALLENTOWN, PA.

**F. G. LAZARUS****20th Century Storage**Moving, Storing, Packing, Crating, Shipping  
of Household Goods and Merchandise

Direct R. R. Siding Lehigh Valley.

**BETHLEHEM, PA.**

**L. and N. E. Terminal Warehouse Co.**

SPACE FOR ALL KINDS OF GOODS  
COLD STORAGE—MERCHANDISE—HOUSEHOLD GOODS  
CENTRALLY LOCATED TO SERVE  
ALLENTOWN—BETHLEHEM—EASTON  
AND ADJACENT TERRITORY  
(P. O. Bethlehem)

**CHESTER, PA.**

**Headley's  
Express & Storage Co., Inc.**

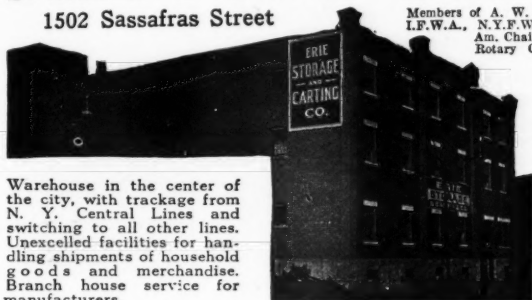
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

**ERIE, PA.**

**ERIE  
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

**ERIE, PA.**

**Erie Warehouse Company**

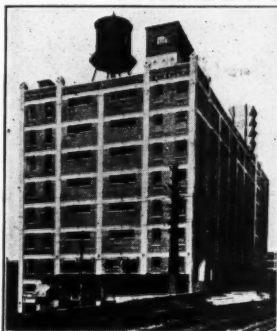
MERCHANDISE STORAGE DISTRIBUTION

"A complete and efficient service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

**ERIE, PA.**

**UNION STORAGE CO. of ERIE**  
FIFTEENTH AND GERMAN STS., ERIE, PA.



General Storage  
Cold Storage  
Distributing  
Space for Leasing  
Private Offices

Private Tracks on Main  
Line of New York  
Central Railroad

Insurance Rate on Con-  
tents 17 cts. per \$100.00  
per Year

Only Fireproof Ware-  
house in Erie

CARL PETERSEN  
General Manager

**HARRISBURG, PA.**

**MONTGOMERY & CO.  
STORAGE WAREHOUSES**

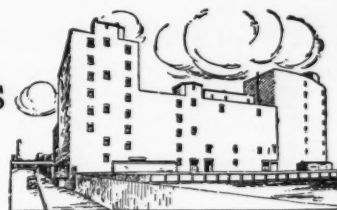
Merchandise Storage—Transferring—Forwarding

Direct Track Facilities Pool Car Distribution  
Members A.W.A. and American Chain of Warehouses

**HARRISBURG, PA.**

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**  
P. R. R. Sidings. HARRISBURG, PA.

**JOHNSTOWN, PA.**



**I. D. REPLOGLE STORAGE CO.**  
438 HORNER STREET

**Household Goods and  
Merchandise Storage**

Pool Car Distribution. Private Siding B. & O. Free  
Switching for Carload Shipments When B. & O.  
Delivery Is Specified. L. C. L. Shipments  
B. & O. or P. R. R. Stations. Complete  
Warehouse Service

Members Penn. F.W.A. and N.F.W.A.

**LANCASTER, PA.**

**Lancaster Storage Co.**  
Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. &amp; R.

## NEW CASTLE, PA.

S. C. MOORE, Proprietor

**Keystone Delivery Transfer & Storage**Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

## OIL CITY, PA.

**CARNAHAN  
Transfer and Storage**

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents.

Members N. F. W. A.

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

## PHILADELPHIA, PA.

**ATLAS STORAGE  
WAREHOUSE  
COMPANY**

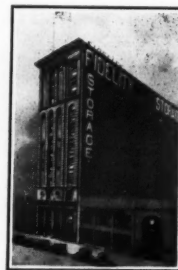
Market and 37th Sts.

Walter E. Sweeting, President  
Chas. G. Wightman, Vice-President  
George A. Emig, Secretary-Treasurer  
Members: N.F.W.A., Pa. F.W.A., C.S. & T.A.

## PHILADELPHIA, PA.

**FIDELITY**Storage & Warehouse  
Company — Est. 1887

A modern fireproof warehouse with every facility for storing and transferring Hhg. Motor Truck service insures speedy delivery anywhere. We distribute Hhg. pool cars. When you want service in Philadelphia call on "Fidelity."

1809-13 Market St.  
Phila., Pa.Assns.: A.W.A., N.F.W.A., Can.  
S. & T., P.F.W.A.

## PHILADELPHIA, PA.

9 Warehouses      27 Acres of Floor Space      Sea and Rail  
Trackage Facilities for 48 Cars      Reading R. R.      Penn. R. R.

LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**  
Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY  
DISTRIBUTION SERVICE, INC.100 BROAD ST., NEW YORK CITY  
Phone B.G. 8100427 W. WAB ST., CHICAGO  
Phone Sup. 7180624 THIRD ST., SAN FRANCISCO  
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



PHILADELPHIA, PA.

**MILLER NORTH BROAD  
STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

PITTSBURGH, PA.

IN  
PITTSBURGH  
IT'S

**BLANCK'S**

TRANSFER & STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PHILADELPHIA, PA.

**Philadelphia  
LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

PITTSBURGH, PA.

Where  
Efficiency  
Is the Rule

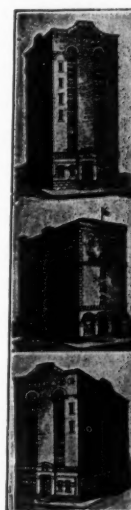
We know how much promptness is appreciated in warehousing.

Therefore, we observe promptness in executing every obligation placed upon us by our customers.

Correspondence, settlement of accounts, reports, etc., are all handled with a speed that saves time for the client.

If you want Service try  
**HAUGH & KEENAN.**

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.).



Established 1889

**HAUGH & KEENAN**  
STORAGE & TRANSFER CO.  
CENTRE AND EUCLID AVENUES

PHILADELPHIA, PA.

Wm. Rommel, Jr., Pres. and Genl. Manager

**South Jersey Warehouse Company**

1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

Warehouse No. 3 1300 Pine Street

General Merchandise Only Warehouse Receipts Issued  
Direct Penn. R. R. Siding Pool Car Distribution  
Motor truck service for Philadelphia and South Jersey deliveries

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PITTSBURGH, PA.

**MURDOCH**  
STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 Neville Street, Pittsburgh, Pa.

Branch Warehouse, Wilkinsburg, Pa.

**Pluck and Business  
Enterprise**

**All in One Word**

**"Advertise"**

## PITTSBURGH, PA.

Established 1904

**PENNSYLVANIA  
Transfer & Storage Co.**

MERCHANDISE

WAREHOUSING AND  
DISTRIBUTIONOur Own Fleet of Motor Trucks for City  
and Suburban DeliveriesNegotiable Warehouse Receipts Issued  
Reasonable RatesStocks Carried, Records and Reports  
made to Out of Town Concerns**POOL CAR DISTRIBUTORS**Our Facilities for Receiving and Distributing  
Freight are unsurpassed

Office and Warehouses

Twenty-Fifth St. and A. V. R. R.  
PITTSBURGH, PA.

## WILKES-BARRE, PA.

On Lehigh Valley R. R.  
Private Siding, 15 Car Capacity.  
Over Four Acres Floor Space.  
All Ground Floor.  
Member P. F. W. A.Centrally located in populous area.  
300,000 within 10 miles.  
1,400,000 within 50 miles.**Matheson Warehouse Co.**

## READING, PA.

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th &amp; Laurel Sts.

## WILKES-BARRE, PA.

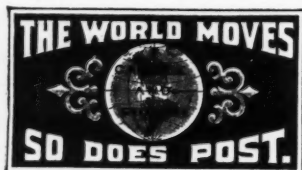
"Same Day Service"

**MERCHANTS WAREHOUSING COMPANY**Merchandise Storage and Pool cars checked.  
Central location and direct siding for 10 cars on L. V. and C. R. R.  
of N. J. sidings.  
Manufacturers' Distributors with facilities to handle large consign-  
ments.

Offices: 150-156 E. Northampton Street

## SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

**R. F. POST**Motor  
TrucksHousehold  
GoodsMerchandise  
StoragePool Car  
Distribution**DRAYMAN AND STORAGE WAREHOUSE**  
Lackawanna R.R. Siding Direct

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**The Williamsport Storage Co., Inc.**

GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service

Members A. W. A. and P. W. A.  
Correspondence Solicited.

## SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

**The Quackenbush Warehouse Co.**

Incorporated

Storing, Packing, Carting.

Shipping. R.R. Siding. Manufacturers' Distributors.

Correspondence Solicited

Scranton, Pa.

Members A. W. A. and A. C. W.

Storage in transit privilege accorded.

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill &amp; Federal Streets,

Providence, R. I.

PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

PROVIDENCE, R. I.



**JONES WHSE., INC.**

**Fireproof Storage**

Experts in Handling Household Goods  
Office, 59 Central St., Providence, R. I.  
Storage, Packing, Moving, Shipping

PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage Cotton and General Merchandise, Pool Car  
Distribution. Lowest Insurance.  
Trackage facilities 50 cars. Dockage facilities on  
deep water.  
Shipping directions South Providence, R. I.

CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space  
Private Tracks Connecting with All Railroad and Steamship Lines  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

**Carey Transfer & Storage Co., Inc.**

Storage, Packing, Shipping of  
Household Goods

and  
General Merchandise—Pool Car Shipments

Distributed Correspondence Solicited.  
Members: So. W. A.

ABERDEEN, S. D.

Where the West Was

**ABERDEEN STORAGE COMPANY**

Storage and Distribution of Merchandise and  
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

SIoux FALLS, S. D.

**STRAHON TRANSFER  
& STORAGE CO.**

General Warehousing  
Distribution Private Trackage  
Pool Cars a Specialty  
Bonded Warehouse  
35,000 sq. ft.  
Motor Truck and Team Service



CHATTANOOGA, TENN.

**CRABTREE**

**TRANSFER & STORAGE COMPANY, Inc.**

Distributors and forwarders of pool cars  
**MOVING, PACKING, STORAGE**

Sprinkler system warehouse. Lowest insurance rates.

CHATTANOOGA, TENN.

**The Hub of the South**

for

**Break Bulk Shipments**

**CHATTANOOGA TRANSFER  
& STORAGE CO.**

CHATTANOOGA, TENN.

**CHATTANOOGA**

**Warehouse and Cold Storage Company**

Chattanooga, Tennessee

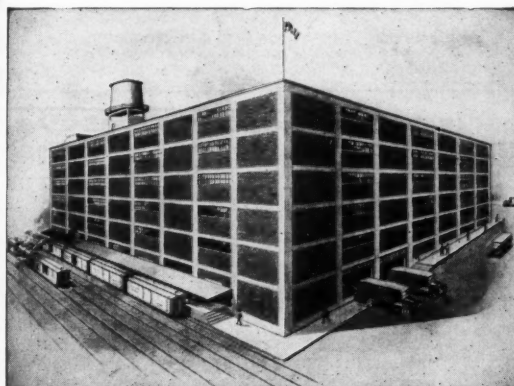
MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD  
GOODS PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

KNOXVILLE, TENN.



**Knoxville Fireproof Storage Company**

201-211 Randolph St.

Knoxville, Tennessee

**Only Fireproof Warehouse in Knoxville**

135,000 square feet on  
Southern Railway tracks.  
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittances  
Pool Cars distributed. made.

MEMBERS

American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

**PROMPT AND EFFICIENT SERVICE**



MEMPHIS, TENN.

**OK STORAGE & TRANSFER Co.**  
Operating WAREHOUSES  
Memphis New Orleans  
Louisville Little Rock  
Member N. F. W. A. So. W. A.  
FIREPROOF STORAGE Household Goods 161 Jefferson Street

MEMPHIS, TENN.

**Patterson Transfer Company**  
Established 1856. Sprinkler System.  
Lowest Insurance Rate in the City.  
Merchandise Storage and Distribution.  
Pool Cars Distributed.

MEMPHIS, TENN.

Pres. J. H. POSTON Vice-Pres. S. M. POSTON  
Secy. and Treas. W. H. DEARING  
**JOHN H. POSTON STORAGE WAREHOUSES**  
INCORPORATED  
671 to 679 South Main St., on Illinois Central Railroad Tracks  
CAPACITY 1000 CARS  
Free Delivery from All Railroads on Car Lots  
Insurance Rate 25-100 of One Per Cent or \$2.50 Per \$1000.00 Per Annum.  
No Charge for Switching To All Railroads on Car Lots for Competitive Points and Illinois Central Railroad Local Stations.  
**DISTRIBUTION A SPECIALTY**  
MEMPHIS, TENN.

MEMPHIS, TENN.

**MEMPHIS and TRI-STATES TENNESSEE SERVICE**  
Distributing Point for Tennessee, Texas, Oklahoma, Mississippi, Louisiana, Alabama, Arkansas  
**Carload Lots and Pool Cars Our Specialty**  
67000 Square Feet Floor Space  
**Tennessee Terminal Warehouses, Inc.**  
613 to 645 So. Front St., Memphis, Tenn.  
Established 1921 P. O. Box 2056 Skelton Driver, Manager

NASHVILLE, TENN.

**BOND** Merchandise and Household Goods Warehouses  
Reliable Service Up-to-Date Facilities  
**E. M. Bond Fireproof Storage Co.**  
1609 Broadway 821 Ewing Ave.  
Members of American Warehousemen's Association, National Furniture Warehousemen's Association, Southern Warehousemen's Association and American Chain of Warehouses.

NASHVILLE, TENN.

**Nashville Warehouse & Elevator Corp.**  
General Storage and Distribution  
Warehouse, 152,000 Sq. Ft. Grain Storage and Elevator  
Automatic Sprinkler Licensed and Bonded Cap. 1,000,000 Bushels

NASHVILLE, TENN.

**The PRICE-BASS CO.**  
Office: 216—10th Ave., No.  
Warehouse: 194-204 Hermitage Ave.  
Over 100,000 Sq. Ft. on Tennessee Central Railway Tracks.  
Equipped with Automatic Sprinkler.  
Lowest Insurance Rate on General Storage in Nashville.  
Free Switching.  
Distribution of Warehouse Stock and Pool Cars.

BEAUMONT, TEXAS

Private Sidings. Lowest Insurance Rates. Local and Interurban Truck Service.  
**RAY'S TRANSPORTATION CO.**  
STORAGE, HAULING, DISTRIBUTING.  
Bonded Warehouse

EL PASO, TEXAS

**R. L. Daniel Storage Co.**  
Box 487, 1706 Texas, 2813 Durazno Sts.  
Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**  
With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.  
**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth  
Associated with Distribution Service, Inc.

GALVESTON, TEXAS

**Universal Terminal Warehouse Company**  
Fire-proof storage—Sprinklered Warehouses  
Galveston, Texas Houston, Texas  
New York Office:  
40 Rector Street

GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**  
GALVESTON, TEXAS  
**TRANSFER AND FIRE-PROOF WAREHOUSES**  
Pool Car Distributors Forwarders

**HARLINGEN, TEXAS**

**JONES TRANSFER & STORAGE CO.**

Harlingen, Texas

Serves the Entire Rio Grande Valley

PROMPT

CAREFUL

DISTRIBUTING  
STORING  
MOVING  
CRATING  
SHIPPING  
RESPONSIBLE

**HOUSTON, TEXAS**

**A B C Storage and Moving Co., Inc.**

IDEAL FOR { Distributing of  
Merchandise and  
Household Goods.

Reasonable

Reliable

Responsible

Houston, Texas

Edw. Thos. Keough, Pres. & Mgr.

**HOUSTON, TEXAS**

ONE OF SOUTHWEST'S LARGEST MODERN  
FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Mer-  
chandise with accuracy and promptness.

**NATIONAL Warehouse and Distributing Co.**

KOPPEL AND WASCHER, Propr's

P. O. Box 1754

Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick con-  
struction. Sprinkler system assures you a lower rate  
of insurance.

**HOUSTON, TEXAS**

Universal Terminal Warehouse Company

Fireproof storage—Sprinklered Warehouses

Houston, Texas

Galveston, Texas

New York Office: 40 Rector Street

**HOUSTON, TEXAS**

IN HOUSTON

**WESTHEIMERS**

Inc.

Forty-two Years of Honest Service

SERVICE

EXTENDED TO EVERY BRANCH OF  
THE INDUSTRY

Benj. S. Hurwitz  
President

Members  
A. W. A., N. F. W. A.

Distribution Service, Inc.

**SAN ANTONIO, TEXAS**

**MERCHANTS TRANSFER CO.**

Bankers of Merchandise  
Warehousing and Distribution  
Merchandise—Household Goods—New Furniture  
Branch House Facilities—Bonded  
Private Sidings—Mo. Pac. & Sou. Pac. Railways

**SAN ANTONIO, TEXAS**

**MUEGGE-JENULL WAREHOUSE CO.**

Distributing Storage Forwarding

Give us a chance to demonstrate our service.

Reference Any Bank in San Antonio.

Bonded, Fireproof, Reliable, Dependable Service.

**SAN ANTONIO, TEXAS**

**SCOBEE  
FIREPROOF  
STORAGE**

SAN ANTONIO, TEXAS

General Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all  
points in San Antonio Territory



**TEXARKANA, TEXAS**

**HUNTER TRANSFER CO.**

TEXARKANA, ARK.

Established 1882

DISTRIBUTOR OF

POOL CARS  
TRUCKING

STORAGE  
MOVING

**TYLER, TEXAS**

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

**WICHITA FALLS, TEXAS**

**Elkin Transfer & Storage Co.**

Wichita Falls, Texas

Located in the heart of the oil industry. Logical dis-  
tributor for North Texas. Trackage warehouse for merchandise and  
household goods; free switching service.

We specialize in pool car distribution

MEMBERS { Texas W. & T. Ass'n  
Kewanee International

**SALT LAKE CITY, UTAH**

**Merchandise Storage and Distribution**

Over 1,000,000 Cubic Feet Re-enforced Concrete,  
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

## ALEXANDRIA, VIRGINIA

Alexandria, Virginia

**"THE KEY TO DIXIE"**

Unexcelled locations for STORAGE and DISTRIBUTING  
WAREHOUSES—Transportation Center—Rail and Water  
Correspondence and Inspection Solicited  
Address Secretary, Chamber of Commerce

## RICHMOND, VA.

**Virginia Bonded Warehouse Corporation**  
1707 East Cary Street

Distribution and Forwarding of General Merchandise Only  
Largest Warehouses in South Southern R. R. Siding  
175,000 sq. ft. Insurance Rate 25c. per \$100 per year

Members American Warehousemen's Association

## ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**  
GENERAL AND BONDED MERCHANDISE STORAGE  
Automatic Sprinkler Private Siding

Capacity 500 Cars  
**POOL CARS—FORWARDING—DISTRIBUTING**  
Cold Storage Plant in Connection

## OLYMPIA, WASH.

**CAPITAL CITY TRANSFER CO.**

508 Columbia Street

Moving—Crating—Shipping  
Fire-Proof Storage  
Pool Cars Handled

Olympia

Washington

## SEATTLE, WASH.

**A. B. C. STORAGE CO.**

WAREHOUSING AND DRAYING

We Make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

Warehouse Trackage Connecting All R.R.

304 R.R. Ave. South

Seattle, Wash.

## SEATTLE, WASH.

12th &amp; Madison Sts., Seattle, Wash.

**BEKINS**  
**VAN & STORAGE CO.**

MOVING SHIPPING PACKING STORING

Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## SEATTLE, WASH.

**Central Van and Storage Co.**

Seattle, Wash.

Moving  
Packing Shipping  
Fireproof Storage  
Private or Open



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## SEATTLE, WASH.

**GLOBE TRANSFER & STORAGE  
COMPANY**

Incorporated 1909

**CONCRETE FIREPROOF WAREHOUSE**

Lowest Insurance Rate  
Trackage—Six Unloading Doors  
440-450 Holgate Street

SEATTLE

WASHINGTON

## SEATTLE, WASH.

**EYRES STORAGE and  
DISTRIBUTING CO.**

Established 1889  
Incorporated 1904  
Free & Bonded

**Warehouses**

Seattle, Wash.

GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

OPERATING 18 TEAMS, 42 AUTOS

SERVICE OUR MOTTO



## SEATTLE, WASH.

**UNITED WAREHOUSE CO.**  
**SEATTLE, WASH.**

U. S. Customs Bonded and General Storage  
Distribution a Specialty

## TACOMA, WASH.

615 South Tacoma Ave., Tacoma, Wash.

**BEKINS**  
**VAN & STORAGE CO.**

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business  
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Equipped for Handling Heavy Machinery of All Kinds  
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Specialists in Merchandise Storage and Pool-Car Distribution  
Automatic Sprinkler System Throughout Affording Our  
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Two modern warehouses with private sidings on the B. & O. and  
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Established 1891

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Packing  
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Household Goods and Merchandise

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A Warehouse modern equipped in every respect rendering  
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La Crosse, Wis.

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**For the Greatest Satisfaction**

To both yourselves and your customers  
consign your Milwaukee shipments to

**United Fire Proof  
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.



Members of National Furniture Warehousemen's Association  
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**LOWEST INSURANCE RATES  
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Direct Trackage into Warehouse. Carlot Distribution.  
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Goods. We remit upon receipt of bill of lading.

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Oshkosh is the metropolis of the Fox River Valley and the best  
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Pool Cars distributed.

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**Special Low Rates to the Far West  
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Storage and Dray Line

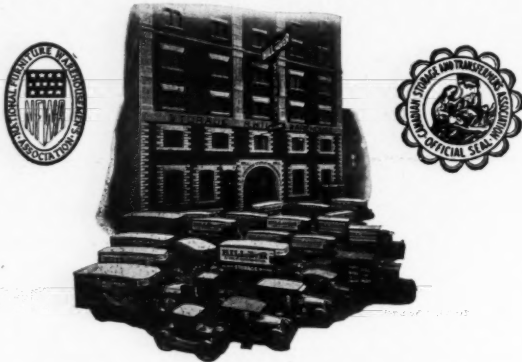
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Boxes, Barrels and Packing Material  
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This great warehouse is modern  
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Coupled with these facilities is  
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Constant Progress." It will give  
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**Express, Ltd.**  
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**Store with "City Storage"**

Our 25 years' experience in the transfer of  
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Special attention given POOL CAR shipments  
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## MONTREAL, CANADA

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MONTREAL, CANADA

Largest Distributors in the Dominion. Pooled Cars Consoli-  
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Fireproof and Frostproof Buildings. Members A. W. A.

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## DRISCOLL'S Transportation and Storage

*Speed—Economy—Convenience*

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MOVING SHIPPING PACKING STORING

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## WINNIPEG, CAN.

INSURANCE 30 CENTS

# Boulton's STORAGE

230 PRINCESS ST. WINNIPEG

# THE BUYERS' GUIDE for the WAREHOUSE INDUSTRY

In this department appears the names and locations of the manufacturers making equipment, supplies, etc., used by the Merchandise and Furniture Warehousemen.

These columns contain the names of most all manufacturers who make the items here listed, which fact adds great value to the section. We urge all warehousemen to use this buyers' guide in making their purchases.

THOSE WHOSE ADVERTISEMENTS APPEAR in DISTRIBUTION and WAREHOUSING are conversant with the industry and its requirements. In most cases they are already doing a large volume of business with the industry and the fact that their advertisement appears in these columns indicates that DISTRIBUTION and WAREHOUSING considers their products reliable and as advertised.

We urge you to give the advertisers your first consideration and patronage.

## BASKETS, MOVING

Acme Basket Mfg. Co., 418 No. Franklin St., Baltimore, Md.  
American Wire Form Co., 205 Grant Ave., Jersey City, N. J.  
Anderson Box & Basket Co., Henderson, Ky.  
Backus, Jr., A. & Sons, 1540 Lafayette Blvd., Detroit, Mich.  
Badger Basket & Vener Co., Burlington, Wis.  
Ballou & Son, M. E., Becket, Mass.  
Belle City Basket Co., Racine, Wis.  
Bryant, John T., Springfield, Ohio.  
Burlington Basket Co., Burlington, Iowa.  
Day Basket Works, E. T. B., Northeast, Md.  
Diamond State Fibre Co., East Bridgeport, Pa.  
Eastern States Package Co., Inc., Penn. Yann, N. Y.  
Guile & Windnagle, Inc., Penn. Yann, N. Y.  
Hamblin & Russell Mfg. Co., Inc., Worcester, Mass.  
Iden Co., Wm. A., 564 Washington Bldg., Chicago, Ill.  
Massillon Wire Baskets Co., Massillon, Ohio.  
Miami Mfg. Co., Peru, Ind.  
Milwaukee Wire Frame Co., 62 Mason St., Milwaukee, Wis.  
Morris & Co., Inc., 15 Main St., Groveville, N. J.  
National Vulcanized Fibre Co., East Wilmington, Del.  
Oeters Co., Edgar O., 601 Arch St., Philadelphia, Pa.  
Oxford Basket & Mfg. Co., Oxford, N. Y.  
Peerless Wire Goods Co., 2710 Ferry St., Lafayette, Ind.  
Philadelphia Paper Mfg. Co., Nixon & Fountain Sts., Philadelphia, Pa.  
Phoenix Wire Works, Kirby Ave., Detroit, Mich.  
Portland Basket & Handle Co., Portland, Ore.  
St. Louis Basket & Box Co., 150 Arsenal St., St. Louis, Mo.  
Steel Basket & Mfg. Co., Cedar Rapids, Iowa.  
Wickwire Spencer Steel Corp., 41 East 42nd St., New York, N. Y.

Gary & Son, George, Athol, Mass.  
Giant Mfg Co., Council Bluffs, Iowa.  
Invincible Vacuum Cleaner Mfg. Co., Dover, Ohio.  
Kent Co., Inc., 565 Dominick St., Rome, N. Y.  
Nusley Brothers, Canton, Ohio.  
Oreutt Vacuum System, Harvard & Delmar Sts., St. Louis, Mo.  
Pneuvac Co., Worcester, Mass.  
Reed Mfg. Co., Springfield, Ohio.  
Scott & Fetzner, W. 114th & Locust Ave., Cleveland, Ohio.

## BOX STRAPPING MACHINES

Acme Steel Goods Co., 2840 Archer Ave., Chicago, Ill.  
American Casting & Mfg. Corp., Main St., Brooklyn, N. Y.  
American Steel Band Co., 1400 Nixon St., Pittsburgh, Pa.  
American Steel & Wire Co., 208 S. LaSalle St., Chicago, Ill.  
Brooks & Co., E. J., 6 Church St., New York, N. Y.  
Cary Mfg. Co., Manhattan Bridge Plaza, Brooklyn, N. Y.  
Consolidated Steel Strapping Co., 2600 No. Western Ave., Chicago, Ill.  
DeHaven Mfg. Co., 50 Columbia Heights, Brooklyn, N. Y.  
Gerrard Wire Tying Machines Co., 1940 S. 52nd St., Chicago, Ill.  
Grammes, L. F. & Sons, Allentown, Pa.  
Harvey Spring & Forging Co., Racine, Wis.  
Hollow Cable Mfg. Co., Hornell, N. Y.  
Robertson, Steel & Iron Co., W. F., Cincinnati, Ohio.  
Signode System, 2600 N. Western Ave., Chicago, Ill.  
Stanley Works, Grove Hill & Lake St., New Britain, Conn.  
T-I-Machines Co., Monard Bldg., San Francisco, Calif.  
Wire & Steel Products Co., 313 E. 22nd St., New York, N. Y.

## CARPET CLEANING EQUIPMENT

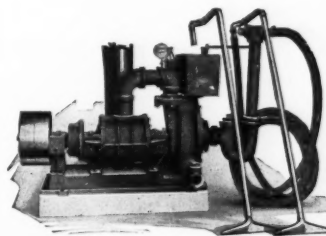
Air-Way Electric Appliance Corp., Toledo, Ohio.  
Apex Elec. Mfg. Co., 1067 E. 152nd St., Cleveland, Ohio.  
**Arco Vacuum Corp., 40 W. 40th St., New York, N. Y. (See advertisement elsewhere in this issue.)**  
Atwood-Stewart Vacuum Mche. Co., 4527 Ravenswood Ave., Chicago, Ill.  
Birtman Electric Co., 4140 Fullerton Ave., Chicago, Ill.  
Chief Mfg. Co., 806 Beecher St., Indianapolis, Ind.  
Cleveland Laundry Mche. Co., E 55th St. & Erie R.R., Cleveland, Ohio.  
Edison Elec. Appliance Co., Inc., 5000 W. Taylor St., Chicago, Ill.  
Electric Rotary Mche. Co., 3825 W. Lake St., Chicago, Ill.  
Electric Vacuum Cleaner Co., Inc., Euclid Ave. & Ivanhoe Rd., Cleveland, Ohio.  
Federal Elec. Co., 8700 S. State St., Chicago, Ill.

## Stop Losing Your Profits

Rug Cleaning profits should be your profits.

All the rugs you store should be shampooed in your plant. If this work is properly done, as Connersville does it, a large group of satisfied customers will soon be built up.

Rug Cleaning is a very profitable department. Write for more complete information.



**United Vacuum Appliance Corp.**  
Connersville, Dept. 18, Indiana



## CARPET CLEANING EQUIPMENT (Continued)

Spencer Turbine Co., Hartford, Conn.  
 Sturtevant Co., Inc., B. F., 16 Damon St., Hyde Park, Boston, Mass.  
 The Torrington Co., Torrington, Conn.  
 United Electric Co., Canton, Ohio.  
 United Vacuum Appliance Corp., Connersville, Ind.  
 Wise-McClung Mfg. Co., New Philadelphia, Ohio.  
 Wright, M. S., Worcester, Mass.

## CASES, SHIPPING

American Can Co., 129 Broadway, New York, N. Y.  
 Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.  
 Bird & Son, Inc., Mill St., E. Walpole, Mass.  
 Bogert & Hopper, Inc., 64 Barclay St., New York, N. Y.  
 Estes & Sons, E. B., 364 Fifth Ave., New York, N. Y.  
 General Box Co., 508 No. Dearborn St., Chicago, Ill.  
 Hinde & Danch Paper Co., 254 Water St., Sandusky, Ohio. (Corrugated Fibre.)  
 Hummel & Downing, Milwaukee, Wis.  
 Interstate Corrugated Box Co., Inc., Front, Main, Water & Washington Sts., Brooklyn, N. Y.  
 Kling Shipping Case Corp., 376 W. Water St., Syracuse, N. Y.  
 Rochester Folding Box Co., P. O. Box 1012, Rochester, N. Y.  
 Thompson & Norris Co., 212 Concord St., Brooklyn, N. Y.  
 Truscon Steel Co., Youngstown, Ohio.  
 Western Pine Mfrs. Assn., 512 Yeon Bldg., Portland, Ore.  
 Wisconsin Box Co., Wausau, Wis.

## CASTERS, TRUCK

Adams Co., Dubuque, Iowa.  
 American Caster Co., Central Ave. & Washington St., Hamilton, Ohio.  
 American Foundry & Mfg. Co., 11th & Hebert Sts., St. Louis, Mo.  
 Bassick Co., 38 Austin St., Bridgeport, Conn.  
 Bond Foundry & Mfg. Co., Manheim, Pa.  
 Buffalo Pulley & Caster Co., Inc., 180 Breckenridge St., Buffalo, N. Y.  
 Clark Co., George P., 10 Canal St., Windsor Locks, Conn.  
 Colson Company, Elyria, Ohio.  
 Divine Bros. Co., Utica, N. Y.  
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.  
 Fairbanks Co., 416 Broome St., New York, N. Y.  
 Faultless Caster Co., Evansville, Ind.  
 Fleming Co., F. A., 9703 Baltic Rd., Cleveland, Ohio.  
 Francis Co., Chas. E., Rushville, Ind.  
 Greenan Mfg. Co., 1280 17th St., Detroit, Mich.  
 Hamilton Caster & Mfg. Co., Hamilton, Ohio.  
 Hyatt Roller Bearing Co., Newark, N. J.  
 Jarvis & Jarvis, 110 Pleasant St., Palmer, Mass.  
 Keystone Forging Co., Northumberland, Pa.  
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.  
 Lansing Co., 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc., Greene, N. Y.  
 Market Forge Co., Everett, Mass.  
 Meriden, Foster, Merriam Co., Meriden, Conn.  
 Mullins Body Corp., 1017 Mill St., Salem, Ohio.  
 New Britain Mfg. Co., 140 Chestnut St., New Britain, Conn.  
 Nice Ball Bearing Co., 2825 Hunting Park Ave., Nicetown, Philadelphia, Pa.  
 Nutting Truck Co., Fitchburg, Minn. (See advertisement elsewhere in this issue.)  
 Payson Mfg. Co., 2900 W. Jackson Blvd., Chicago, Ill.  
 Phoenix Caster Co., State & Bates Sts., Indianapolis, Ind.  
 Reading Hardware Co., Reading, Pa.  
 Sargent & Co., New Haven, Conn.  
 Schatz Mfg. Co., West Poughkeepsie, N. Y.  
 Service Caster & Truck Co., Albion, Mich.  
 Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.  
 Warren Mfg. Co., Springfield, Mass.  
 Wolverine Caster Co., Traverse City, Mich.  
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

## CLOCKS, TIME

Adams Mfg. Co., Henry T., 8561 S. Chicago Ave., Chicago, Ill.  
 American Watchmen's Clock Co., 152 Nassau St., New York, N. Y.  
 American Watchmen's Time Detector Co., Room 1144, Woolworth Bldg., New York, N. Y.  
 Automatic Time Stamp Co., 164 Congress St., Boston, Mass.  
 Bundy Recording Co., W. H., 72 Cortlandt St., New York, N. Y.  
 Calculagraph Co., 50 Church St., New York, N. Y.  
 Cincinnati Time Recorder Co., 1733 Central Ave., Cincinnati, Ohio.  
 Detex Waterclock Corp., 4147 E. Ravenswood Ave., Chicago, Ill.  
 Gisholt Machine Co., Madison, Wis.  
 Howard Clock Co., E., Bromfield & Washington Sts., Boston, Mass.  
 Inhauser Co., E., 212 Broadway, New York, N. Y.  
 International Business Machines Corp., 50 Broad St., New York, N. Y.  
 Monitor Time Clock Co., Syracuse, N. Y.  
 Ohmer Pare Register Co., Dayton, Ohio.  
 Pacific Elec. Clock Co., 86 Third St., San Francisco, Cal.  
 Pettes & Randall Co., 152 Nassau St., New York, N. Y.  
 Rawson Electrical Instrument Co., Cambridge, Mass.  
 Silberberg, Mortimer J., 122 S. Michigan Ave., Chicago, Ill.  
 Simplicity Time Recorder Co., Gardner, Mass.  
 Standard Register Co., Dayton, Ohio.  
 Stromberg Elec. Co., 209 W. Jackson Blvd., Chicago, Ill.  
 Thompson Time Stamp Co., Inc., 98 Church St., New York, N. Y.  
 Time Register Repair & Supply Co., Canastota, N. Y.  
 Warren Clock Co., Ashland, Mass.

## CONVEYORS

Acme Road Machinery Co., Frankfort, N. Y.  
 Ails-Chalmers Mfg. Co., Milwaukee, Wis.  
 Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.  
 Alvey Machy. Co., 3201 Broadway, St. Louis, Mo.  
 Bailey Burruss Co., Atlanta, Ga.  
 Bartlett Co., Hayward, Scott & McHenry Sts., Baltimore, Md.  
 Bartlett & Snow Co., C. O., 6250 Harvard Ave., Cleveland, Ohio.  
 Beaumont Co., R. H., 219 Arch St., Philadelphia, Pa.  
 Bodinson Mfg. Co., 11 Minna St., San Francisco, Cal.  
 Brown Hoisting Mch. Co., 4403 St. Clair St., N. E., Cleveland, Ohio.  
 Buhl Malleable Co., Cor. Wight & Adair Sts., Detroit, Mich.  
 Caldwell & Son, H. W., 17th & Western Ave., Chicago, Ill.  
 Chain Belt Co., 744 Park St., Milwaukee, Wis.  
 Chicago Automatic Conveyor Co., 982 Old Colony Bldg., Chicago, Ill.  
 Dodge Mfg. Corp., Mishawaka, Ind.  
 Freeman-Riff Co., Terre Haute, Ind.

General Conveyor & Mfg. Co., Broadway & Miami Sts., St. Louis, Mo.  
 Gifford-Wood Co., Hudson, N. Y.  
 Godfrey Conveyor Co., Elkhart, Ind.  
 Griffin Lumber Co., Hudson Falls, N. Y.  
 Haiss Mfg. Co., Geo., 145th St. & Canal Pl., New York, N. Y.  
 Haslett Chute & Conveyor Co., Oaks, Pa.  
 Howe Chain Co., 110 Clay Ave. E., Muskegon, Mich.  
 Hunt Co., Inc., C. W., Livingston, Staten Island, N. Y.  
 Jeffrey Mfg. Co., 961 No. 4th St., Columbus, Ohio.  
 Joy Machine Co., Pittsburgh, Pa.  
 Kiefer Machine Co., Karl, 919 Martin St., Cincinnati, Ohio.  
 Lamson Co., Syracuse, N. Y.  
 Link-Belt Co., 300 W. Pershing Rd., Chicago, Ill.  
 Logan Co., 201 N. Buchanan St., Louisville, Ky.  
 Loudon Mch. Co., 1116 Broadway, Fairfield, Iowa.  
 McKinney-Harrington Co., North Chicago, Ill.  
 Mathews Conveyor Co., Ellwood City, Pa.  
 Meyer Mfg. Co., Geo. J., 576 Clinton St., Milwaukee, Wis.  
 Northern Conveyor & Mfg. Co., 3280 Auer Ave., Milwaukee, Wis.  
 Ogden Iron Works, Ogden, Utah.  
 Olson & Co., Samuel, 2416 Bloomingdale Ave., Chicago, Ill.  
 Otis Elevator Co., 260 11th Ave., New York, N. Y.  
 Portable Machinery Co., Passaic, N. J.  
 Jackson & Schwartz, Inc., 700 Tabor Rd., Philadelphia, Pa.  
 Richards-Wilcox Mfg. Co., 316 W. Third St., Aurora, Ill.  
 Russell Wheel & Foundry Co., Detroit, Mich.  
 Standard Conveyor Co., 315 Second Ave., N. W., North St. Paul, Minn.  
 Stearns Conveyor Co., E. 20th St. & St. Clair Ave., Cleveland, Ohio.  
 Webster Mfg. Co., 4500 Cortland St., Chicago, Ill.

## DOORS, COLD STORAGE

Born Co., H. A., 208 N. Wabash Ave., Chicago, Ill.  
 Ehrlich & Sons Mfg. Co., H., St. Joseph, Mo.  
 Gillen-Cole Co., 66 N. Front St., Portland, Ore.  
 Gloekler-Bernard, 1027 Penn. Ave., Pittsburgh, Pa.  
 Jamison Cold Storage Door Co., Hagerstown, Md.  
 Jones Cold Storage Door Co., Hagerstown, Md.  
 Matot, Duffy A., 1546 Montana St., Chicago, Ill.  
 National Refrigerator Co., 827 Koeln Ave., St. Louis, Mo.  
 Schmidt Co., C. John & Livingston Sts., Cincinnati, Ohio.  
 Seattle Asbestos Factory, 1538 Westlake Ave., N., Seattle, Wash.  
 Stevens Co., Ben A., Toledo, Ohio.  
 Stevenson Cold Storage Door Co., Chester, Pa.  
 Union Fibre Co., Inc., Winona, Minn.  
 Variety Mfg. Co., 2958 Carroll Ave., Chicago, Ill.  
 Ward Refrigerator & Mfg. Co., 6801 Alameda St., Los Angeles, Cal.  
 Wirt's Organization, E. J., 103 So. 17th St., St. Louis, Mo.  
 York Products Corp., 832 Folsom St., San Francisco, Cal.

## DOORS, ELEVATOR

Battaille & Co., Inc., A., 401 West St., New York, N. Y.  
 Cincinnati Mfg. Co., 1900 Gest St., Cincinnati, Ohio.  
 Cornell Iron Works, 26th & 11th Ave., New York, N. Y.  
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.  
 Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.  
 Hecla-Winslow Co., 4604 W. Harrison St., Chicago, Ill.  
 Kinneear Mfg. Co., 736 Field Ave., Columbus, Ohio.  
 Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.  
 Peelle Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Smith Wire & Iron Works, F. P., Fullerton, Clybourn & Ashland Aves., Chicago, Ill.  
 Tyler Co., W. S., 3821 Superior Ave., N. E., Cleveland, Ohio.  
 Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.

## DOORS, FIRE

Atlas Fireproof Door Co., 247 Calyer St., Brooklyn, N. Y.  
 Bogert & Carrough Co., Washington Ave., Paterson, N. J.  
 California Fpd. Door Co., 1931 S. Los Angeles St., Los Angeles, Cal.  
 Campbell Steel Prod. Co., 1700 Central Ave., Minneapolis, Minn.  
 Coburn Trolley Track Mfg. Co., Holyoke, Mass.  
 Cornell Iron Works, 26th & 11th Ave., New York, N. Y.  
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.  
 Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.  
 Harris Preble Door Co., 2424 W. 22nd St., Chicago, Ill.  
 Kinneear Mfg. Co., 736 Field Ave., Columbus, Ohio.  
 Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.  
 Lee & Son Co., Thomas, 130 W. Second St., Cincinnati, Ohio.  
 Moeschl-Edwards Corrugating Co., Cincinnati, Ohio.  
 Ogden Co., J. Edward, 147 Cedar St., New York, N. Y.



**VULCAN**  
**"ALL-STEEL"**  
**FIRE DOORS**

Universally Used  
in All Modern  
Fireproof  
Warehouses  
Approved by  
Underwriters  
Details and Prices  
on Request.

**VULCAN RAIL & CONSTRUCTION CO.**  
Grand St. and Garrison Ave., Maspeth, N. Y.

## DOORS, FIRE (Continued)

**Peele Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y.**  
 (See advertisement elsewhere in this issue.)  
 Penn. Seaboard Steel Corp., 1417 Sansom St., Philadelphia, Pa.  
 Richards-Wilcox Mfg. Co., 316 W. Third St., Aurora, Ill.  
 Richmond Fireproof Door Co., Richmond, Ind.  
 St. Louis Fire Door Co., 1142 S. Sixth St., St. Louis, Mo.  
 Smith Wire & Iron Works, P. P., 2340 Clybourne Ave., Chicago, Ill.  
 Trucson Steel Co., Youngstown, Ohio.  
 Tyler Co., W. S., 2621 Superior Ave., N. E., Cleveland, Ohio.  
 Variety Mfg. Co., 2958 Carroll Ave., Chicago, Ill.  
**Vulcan Rail & Mfg. Co., Grand St. & Garrison Ave., Maspeth, N. Y.**  
 Wilson Corp., J. G., 11 E. 36th St., New York, N. Y.

## EXTINGUISHERS, FIRE

A-1 Packer Corp., Blackwell, Okla.  
 Ajax Fire Engines Works, 882 Third Ave., Brooklyn, N. Y.  
 American-La France Fire Engine Co., 900 Erie St., Elmira, N. Y.  
 Automatic Fire Sprinkler Co., 17 W. 37th St., New York, N. Y.  
 Automatic Sprinkler Co. of Am., 123 William St., New York, N. Y.  
 Barnes, Henry K., 234 Devonshire St., Boston, Mass.  
 Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.  
 Bridgeport Brass Co., East Main St., Bridgeport, Conn.  
 Callahan Co., C., 297 Congress St., Boston, Mass.  
 Croker Nat'l Fire Prev. Eng. Co., 22 W. 30th St., New York, N. Y.  
 Elkhart Brass Mfg. Co., Elkhart, Ind.  
 Eddy Sprinkler Co., Laconia, N. H.  
 Firette Extinguisher Co., Masontown, Pa.  
 Foamite Childs Corp., Utica, N. Y.  
 Fry-Fryer Co., 221 Crane St., Dayton, Ohio.  
 Gaylord Sanitary Mfg. Co., 1 Gleason Pl., Eldorado, Kan.  
 Gilbert & Sons, A., 4015 Forest Park Bldg., St. Louis, Mo.  
 Gorham Fire Apparatus Co., 206 Drumm St., San Francisco, Cal.  
 Grinnell Co., Inc., 275 W. Exchange St., Providence, R. I.  
 Hunt Mfg. Co., Jas. B., Forest Richey Bldg., Trenton, N. J.  
 Johns-Manville Co., H. W., Madison Ave. & 41st St., New York, N. Y.  
 Knight & Thomas, Inc., 212 Summer St., Boston, Mass.  
 New Process Roofing & Sy. Co., Dallas, Texas.  
 Niagara Smelting Corp., Bridge Sta., Niagara Falls, N. Y.  
 Northern Pump Co., 929 18th Ave., N. E., Minneapolis, Minn.  
 Obenchain-Boyer Co., Logansport, Ind.  
 Oil Conservation Eng. Co., 877 Addison Rd., Cleveland, Ohio.  
 Pacific Fire Extinguisher Co., 440 Howard St., San Francisco, Cal.  
 Pyrene Mfg. Co., 520 Belmont Ave., Newark, N. J.  
 Robinson Fire App. Mfg. Co., 4268 N. 20th St., St. Louis, Mo.  
 Safety Fire Extinguisher Co., 229 Seventh Ave., New York, N. Y.  
 Severn Fire & Supply Co., Fifth & Broadway, Oklahoma City, Okla.  
 Simmons Co., John, 110 Centre St., New York, N. Y.  
 Stempel Fire Extinguisher Mfg. Co., 20th & Ferry Sts., St. Louis, Mo.  
 Vogel Co., H. G., 17 W. 37th St., New York, N. Y.

## HOISTS, CHAIN

Boston & Lockport Block Co., 100 Condor St., East Boston, Mass.  
 Box & Co., Inc., Alfred, Ontario & Trenton Sts., Philadelphia, Pa.  
 Chisholm-Moore Mfg. Co., Cor. E. 49th St. & Lakeside Ave., Cleveland, Ohio.  
 Ford Chain Block Co., Second & Diamond Sts., Philadelphia, Pa.  
 Green Co., Inc., G. S., 72 Warren St., New York, N. Y.  
 Harrington Co., Callowhill & 17th St., Philadelphia, Pa.  
 Haslett Spiral Chute Co., 510 N. 61st St., Philadelphia, Pa.  
 Hobbs & Co., Clinton, 3335 Pearl St., Boston, Mass.  
 Moore Co., Franklin, Winsted, Conn.  
 Morris, Inc., Herbert, 10 Lawrence Pl., Buffalo, N. Y.  
 Ogden Iron Works Co., Ogden, Utah.  
 Olsen Testing Machine Co., Tinius, Philadelphia, Pa.  
 Reading Chain & Block Corp., 2100 Adams St., Reading, Pa.  
 Roeper Crane & Hoist Works, Inc., 1738 N. 10th St., Reading, Pa.  
 Seattle Chain & Mfg. Co., 6921 E. Marginal Way, Seattle, Wash.  
 Speidel Elevator Corp., 245 W. Buttonwood St., Reading, Pa.  
 Topping Bros., 158 Varick St., New York, N. Y.  
 Wright Mfg. Co., 1918 Thomas St., Lisbon, Ohio.  
 Yale & Towne Mfg. Co., Stamford, Conn.

## INSECTICIDES

American Cyanamid Co., 511 Fifth Ave., New York, N. Y.  
 Carbola Chemical Co., 305 Ely Ave., Long Island City, N. Y.  
 Chemical Supply Co., 2450 Canal Road, Cleveland, Ohio.  
 Clarkson Chemical Co., 141 W. Willow St., Williamsport, Pa.  
 Enoz Chemical Co., Logan Blvd. & Western Ave., Chicago, Ill.  
 Ferguson, Jr., Alex. C., 460 Chestnut St., Philadelphia, Pa.

## Absolute Protection from Moths



Take no risks—wrap carpets, rugs, draperies, etc., with **WHITE TAR** Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

THE WHITE TAR COMPANY  
OF NEW JERSEY, INC.

56 Vesey St., New York City

## INSECTICIDES (Continued)

Gerard Co., Inc., Felix, Fourth Ave. & Franklin, Minneapolis, Minn.  
 Grasselli Chemical Co., Guardian Bldg., Cleveland, Ohio.  
 Hall Laboratories, 428 E. 35th St., Chicago, Ill.  
 Larvex Corp., 47 Rodney St., Brooklyn, N. Y.  
 Penick & Co., Inc., S. B., 113 Fulton St., New York, N. Y.  
 Plunkett Chemical Co., 3500 So. Morgan St., Chicago, Ill.  
 Ply Metal Co., Chamber of Commerce Bldg., Chicago, Ill.  
 Standard Oil Co. of N. J., 26 Broadway, New York, N. Y.  
 Tinsolite Co. of Am., 150 Nassau St., New York, N. Y.  
 Warner Chemical Co., Lexington Ave. & 43rd St., New York, N. Y.  
 Wells, E. S., Jersey City, N. J.  
 West Disinfecting Co., 16 Barn St., Long Island City, N. Y.  
**White Tar Co., 56 Vesey St., New York, N. Y.**

## MILEAGE RECORDERS, MOTOR TRUCK

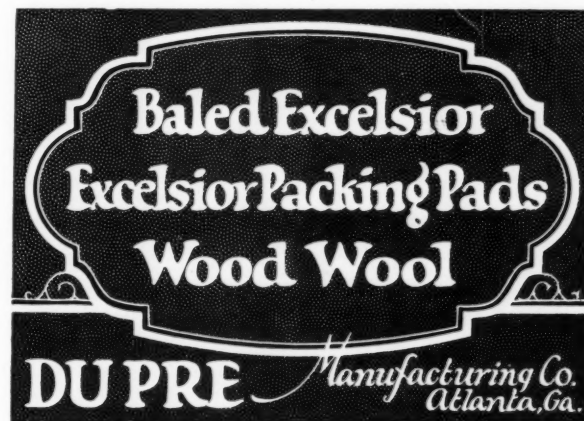
American Taximeter Co., 22 W. 61st St., New York, N. Y.  
 Brown Spring Oiler Co., 6911 Carnegie Ave., Cleveland, Ohio.  
 Keuffel & Esser Co., Hoboken, N. J.  
 Ohmer Fare Register Co., Dayton, Ohio.  
 Sattler, Hans, Sheboygan, Wis.  
 Sears-Cross Co., 19 W. 62nd St., New York, N. Y.  
 Service Recorder Co., 454 Hanna Bldg., Cleveland, Ohio.  
 Stewart-Warner Speedometer Corp., Diversey Blvd., Chicago, Ill.  
 Veeder Mfg. Co., 54 Sargeant St., Hartford, Conn.

## OVERALLS

(See Work Suits)

## PADS, EXCELSIOR

Altamont Mfg. Co., Altamont, Ill.  
 American Forest Prod. Co., 24th & Race Sts., Philadelphia, Pa.  
 Atlantic Excelsior Co., Inc., 500 W. 30th St., New York, N. Y.



## Advertising

Some people may not think it wise  
 (Thank Goodness they are few)  
 To show a healthy enterprise  
 In doing what they do.

That those who represent Success  
 Owe much to Advertising  
 "Is immaterial"—more or less—  
 "Not worth the recognizing"

If not too old to take advice,  
 All ye who wish to rise,  
 Lay by your surplus—pay the price—  
 And straightway Advertise.

—POP.

## PADS, EXCELSIOR (Continued)

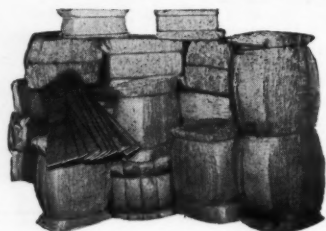
Boston Excelsior Co., 290 11th Ave., New York, N. Y.  
 Burkart Mfg. Co., F., 4900 N. Second St., St. Louis, Mo.  
 Clark Paper & Mfg. Co., 1611 Dewey Ave., Rochester, N. Y.  
 Dale Bros. Excelsior Pad Co., Grand Rapids, Mich.  
**Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.**  
 Excelsior Packing Co., Second & Smith Sts., Cincinnati, Ohio.  
 Excelsior Supply Co., Second & Smith Sts., Cincinnati, Ohio.  
**Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.**  
 Henderson Excelsior & Packing Pad Co., Inc., Henderson, Ky.  
 High Point Pad & Excelsior Co., High Point, N. C.  
 Indiana Excelsior Co., Ind. Pythian Bldg., Indianapolis, Ind.  
 North Jersey Excelsior Co., 88 Alyea St., Newark, N. Y.  
 Orange Mfg. Co., Elftland, N. C.  
 Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.  
 Philadelphia Excelsior Co., 716 N. Third St., Philadelphia, Pa.  
 Phillips Excelsior Co., Chattanooga, Tenn.  
 Quincy North Star Co., Quincy, Ill.  
 St. Louis Excelsior & Sy. Co., 8 North Levee, St. Louis, Mo.  
**Selle & Co., H. W., 1000 N. Halsted St., Chicago, Ill.**  
 Sheboygan Pad Co., Sheboygan, Wis.  
 Washington Excelsior & Mfg. Co., Foot of Main St., Seattle, Wash.  
 Webster Bros. Mfg. Co., Mason City, Iowa.



## RELIABLE

Nearly 40 years of experience have taught us that there's no way to compromise with quality. The very best excelsior possible—wrapped in just the right kraft paper—that's our story. Pioneer pads come in all practical sizes. Also: Baled Fine Excelsior, Baled Wood Wool, Wood Wool Pads, Jute Pads.

**Excelsior Wrapper Co.** Est. 1888  
 Grand Rapids, Mich.  
 Sheboygan, Wis. 224 W. Kinzie St., Chicago



Protex costs pennies and saves dollars. Protex Excelsior Pads on all your shipments assure greater protection and fewer damage claims.

## H. W. SELLE &amp; COMPANY

1000-1020 N. Halsted St., Chicago, Illinois

*(See advertisement elsewhere in this issue.)*  
 Manufacturers—Protex Excelsior Pads—also

WOOD WOOL—WOOD WOOL PADS—BALED EXCELSIOR

## PADS, FURNITURE

Arbelt Co., S., 119 McKibben St., Brooklyn, N. Y.  
 Booth Felt Co., Inc., 490 19th St., Brooklyn, N. Y.  
 Brawley, J. R., 276 20th St., Brooklyn, N. Y.  
**Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.**  
*(See advertisement elsewhere in this issue.)*  
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.  
**Chicago Quilt Mfg. Co., 1357 Roosevelt Rd., Chicago, Ill.**  
 Detroit Canvas Co., 937 E. Larned St., Detroit, Mich.  
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.  
**Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.**  
*(See advertisement elsewhere in this issue.)*  
 Empire Mattress Co., 2231 W. Madison St., Chicago, Ill.  
**Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.**  
 Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.  
 Hettrick Mfg. Co., Summit & Magnolia Sts., Toledo, Ohio.  
 Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.  
 Levine Bedding Co., David H., 80-86 Franklin St., New Haven, Conn.  
 Little Rock Excelsior Mfg. Co., No. Little Rock, Ark.  
 Louisville Bedding Co., Louisville, Ky.  
 Lyons & Healy, Wabash Ave. & Jaxon Blvd., Chicago, Ill.  
**Malsh Co., Chas. A., 1125 Bank St., Cincinnati, Ohio.**  
 Mails Supply Co., 421 Arch St., Philadelphia, Pa.  
 Milvo Awning & Tent Works, 101 W. Liberty St., Rome, N. Y.  
 New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.  
 New York Drop Cloth Co., 150 Bleecker St., New York, N. Y.  
 Oshkosh Excelsior Co., Oshkosh, Wis.

# "PLAY SAFE" USE "PROTECTO" PADS



*Made of Extra Heavy Drill Denim,  
Layer Cotton Filled*

Note: "PROTECTO" Pads  
New Stitching Adds to  
Strength and Durability.

## SPECIAL PRICES

No. 12—Cut size of cloth 72x80.....\$30.00 per doz.  
 No. 14—Cut size of cloth 54x72..... 23.50 per doz.  
 No. 16—Cut size of cloth 30x72..... 17.00 per doz.  
 Phonograph Covers ..... 5.00 Each  
 Canvas Piano Covers..... 12.00 Each

*Write or wire your order.*

**CHICAGO QUILT MANUFACTURING CO.**  
 1355-57 Roosevelt Road Chicago, Ill.

## About Distribution & Warehousing

"Your journal is a wonderful magazine and we look forward to each issue."—*W. A. Whitmore, Pres., North Phila. Stor. Co., Philadelphia, Pa.*

"We think you get out the livest journal that is published, and it certainly gives good information to warehouses."—*Theo. F. King, Pres. Chattanooga Whse. & Cold Stor. Co., Chattanooga, Tenn.*

"I want to assure you of my desire to co-operate with the wonderful work which you are doing for the warehouse industry, for which I commend and congratulate you."—*A. H. Greeley, Pres. Amer. Chain of Whses. and Pres. General Storage Co., Cleveland, O.*

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## PADS, FURNITURE (Continued)

Ottawa Cushion Co., Rock Island, Ill.  
 Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.  
 Peerless Wisc. St. Co. 2815 Irving Park Blvd., Chicago, Ill.  
 Perfect Packing Pad Co., 1130 Cherry St., Chicago, Ill.  
**Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.**  
 Richards Mfg. Co., 950 N. Eighth St., Philadelphia, Pa.  
 Rochester Pad & Wrapper Co., Rochester, N. Y.  
 Royal Bedding Co., 1012 N. 12th St., St. Louis, Mo.  
**Selle & Co., H. W., 1000 N. Halsted St., Chicago, Ill.**  
 (See advertisement elsewhere in this issue.)  
 Sheboygan Pad Co., Sheboygan, Wis.  
 Standard Tent & Awning Co., Michigan & Orange St., Toledo, Ohio.  
 Star Felt Cutting Co., 200 69th St. near 3rd Ave., Brooklyn, N. Y.  
 Star Quilt Mfg. Co., 1855 W. Roosevelt Rd., Chicago, Ill.  
 Union Carpet Lining Co., New London, Conn.  
 Wagner Awning Mfg. Co., 2658 Scranton Rd., Cleveland, Ohio.

## "IRON HORSE" BRAND Furniture Van Pads

*Foremost in Quality, Workmanship  
and Strength*



**KNOWN AS  
THE BEST**

**A. L. Reach Textile Co., Inc.**

Main Office and Sales Room  
 222-224 East 42nd Street  
 New York, N. Y.

## PARTITIONS, STEEL

Cyclone Fence Co., Waukegan, Ill.  
 Ebinger Sanitary Mfg. Co., D. A., 180 Lucas St., Columbus, Ohio.  
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.  
 Hauserman Co., E. F., 6802 Grant Ave., Cleveland, Ohio.  
 Lyon Metallic Mfg. Co., City Limits, Aurora, Ill.  
 Manufacturing Equip. & Eng. Co., 335 Marble St., Framingham, Mass.  
 Mills Co., The, 5320 St. Clair Ave., Cleveland, Ohio.  
 Page Fence & Wire Prod. Assn., 215 N. Michigan Ave., Chicago, Ill.  
 Phoenix Wire Works, Kirby Ave. and E. & G. T. R.R., Detroit, Mich.  
 Smith, F. P., Wire & Iron Works, Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.  
 Sonymetal Prod. Co., 1710 Urbana Rd., Cleveland, Ohio.  
 Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.

## PIANO COVERS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.  
 Bauer, Frederick J., 64 Fourth Ave., New York, N. Y.  
**Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.**  
 (See advertisement elsewhere in this issue.)  
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.  
 Buckeye Tent, Awning & Mfg. Co., 264 Spruce St., Columbus, Ohio.  
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.  
 Driver Bros., Inc., 500 So. Green St., cor. Congress St., Chicago, Ill.  
 Goss Co., John C., Woodbridge & Bates St., Detroit, Mich.  
 Holtzman, Henry, & Sons Co., Columbus, Ohio.  
 Kennedy Car Liner & Bag Co., Shelbyville, Ind.  
 Kimball Co., W. W., 306 S. Wabash Ave., Chicago, Ill.  
 New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.  
 Upson-Walton Co., 1286 W. Eleventh St., Cleveland, Ohio.  
 Wilcox Co., M. I., Toledo, Ohio.

## Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself. Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.



Years of Service and Utmost  
Protection are assured in

# MAISH LOADING PADS

Maish Pads provide maximum protection, and give exceptional service under hardest usage. They are strongly made of a one-piece layer of natural cotton, covered with sturdy dark brown drill and lockstitched with heavy carpet thread. The favorites of transfer and moving men—everywhere.

*Three Standard Sizes Carried in Stock for  
Immediate Delivery*

- No. 10 Cut size of cloth, 36 x 72  
Approximate finished size, 36 x 66
- No. 20 Cut size of cloth, 54 x 72  
Approximate finished size, 54 x 66
- No. 30 Cut size of cloth, 72 x 80  
Approximate finished size, 66 x 80

Packed in Corrugated Cartons—  
Shipping Units, One dozen of a size

*Write for prices today!*

**The Chas. A. Maish Company**

*Pad Manufacturers Since 1878*

1125-1127 Bank Street Cincinnati, Ohio

## PIANO DERRICKS AND TRUCKS

Breen, Wm. H., 219-231 Rutherford Ave., Charlestown, Mass.  
Self-Lifting Piano Truck Co., Findlay, Ohio



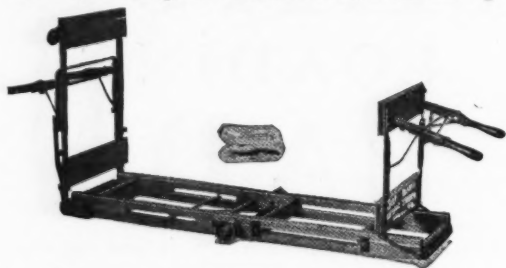
### BREEN PATENT PIANO DERRICK

for hoisting and lowering Pianos. Indispensable to Piano Movers. Adjustable to all windows and conditions.

I sell this derrick including heavy duck piano cover, lifting harness, iron bars with set of blocks and 300 feet of  $\frac{3}{4}$  inch Plymouth rope--All for \$115. F.O.B. Boston.

WM. H. BREEN  
219-231 Rutherford Ave.  
Charlestown, Mass.

### HOW DO YOU MOVE PIANOS IS YOUR EQUIPMENT COMPLETE ?



### Truck with Straps, \$39.00

The New Buckeye Sill Piano Truck is designed for stair and general handling of grand and upright pianos.

The center wheel construction allows the truck to balance and turn without the usual lifting of the Truck and the scraping and marring of the floors.

No lifting is required to place the truck on the center wheels, just push down the bail, or lifting lever. Hard wood sills, well bolted together forming a truss, make the platform of the truck sufficiently stiff and rigid to stand the heavy duty that these Trucks are subject to.

Also City Skid Trucks, eight styles of End Trucks, Piano Hoists, Covers, and Special Straps. Ask for circular.

Manufactured by

**SELF-LIFTING PIANO TRUCK CO.**  
FINDLAY, OHIO

### RACKS, STORAGE

Art Metal Construction Co., Jamestown, N. Y.  
Berger Mfg. Co., Canton, Ohio.  
Durand Steel Locker Co., 1537 Fort Dearborn Bank Bldg., Chicago, Ill.  
Heller, P. A., & Sons, 217 Griswold St., Detroit, Mich.  
Irving Iron Works Co., Dutchkill Creek & 3rd St., Long Island City, N. Y.  
Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.  
Lupton's Sons Co., David, Allegheny Ave. & Tulip St., Philadelphia, Pa.  
Lyon Metallic Mfg. Co., Aurora, Ill.  
Manufacturing Equip. & Eng. Co., 355 Marble St., Framingham, Mass.  
Medart Mfg. Co., Fred, Pontiac & DeKalb Sts., St. Louis, Mo.  
Mills Co., The, 5220 St. Clair Ave., Cleveland, Ohio.  
New Britain Mch. Co., 140 Chestnut St., New Britain, Conn.  
Penn Rivet Co., 3rd & Huntington Sts., Philadelphia, Pa.  
Perfection Metal Container, 3602 E. 82nd St., Cleveland, Ohio.  
Revolator Co., 336 Garfield Ave., Jersey City, N. J.  
Service Steel Prod. Co., 914 W. North Ave., Chicago, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## SAWS, MACHINE

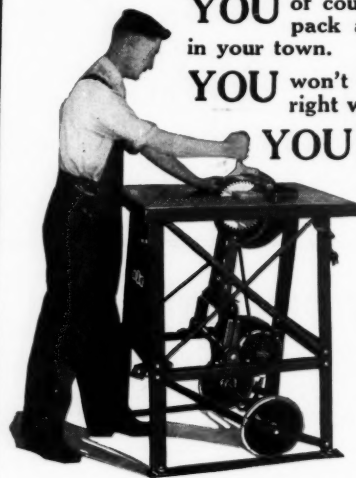
American Saw & Mfg. Co., 71 Boylston St., Springfield, Mass.  
American Saw Mill Mch. Co., Hackettstown, N. J.  
Atkins, E. C., & Co., Inc., 402 S. Illinois St., Indianapolis, Ind.  
C. H. & E. Mfg. Co., Milwaukee, Wis.  
Challenge Co., 193 River St., Batavia, Ill.  
Cresson-Morris Co., 18th & Allegheny Aves., Philadelphia, Pa.  
Disston, Hy., & Sons, Inc., Tacony Sta., Philadelphia, Pa.  
Electro-Magneto Tool Co., Cicero, Ill.  
Fairbanks, Morse & Co., So. Wabash Ave., Chicago, Ill.  
Kaetker Saw Co., 4600 Spring Grove Ave., Cincinnati, Ohio.  
Kennedy, Ralph M., 111 No. 7th St., Philadelphia, Pa.  
Lippert Saw Co., E. T., 19 Lincoln Ave., Millvale, Pittsburgh, Pa.  
Michel Elec. Hand Saw Co., 1801 Bernice Ave., Chicago, Ill.  
Neal Handy Saw Co., 7208 Euclid Ave., Cleveland, Ohio.  
New Holland Machine Co., New Holland, Pa.  
New Winona Mfg. Co., Winona, Minn.  
Ohlen-Bishop Co., Columbus, Ohio.  
Onan, D. W., & Sons, 43 Royalston Ave., Minneapolis, Minn.  
Oshkosh Mfr. Co., Oshkosh, Wis.  
Ransome Concrete Mch. Co., Dunellen, N. J.  
Schmidt Bros. Co., Davenport, Iowa.  
Simonds Saw & Steel Co., Fitchburg, Mass.  
Taylor Iron Works & Supply Co., Macon, Ga.  
Trevor Mfg. Co., 168 Market St., Lockport, N. Y.  
Wallace, J. D., & Co., 107 S. California Ave., Chicago, Ill.  
Worth Machinery Manufacturers, Los Angeles, Cal.

**YOU** of course, are the best to  
pack and crate furniture  
in your town.

**YOU** won't do it any but the  
right way.

**YOU** know what  
it costs

If you could save  
\$\$\$\$ from that  
cost, would you  
try an



### ONAN "SAFTY SAW"

Cuts crating faster; saves lumber; adds to your profits.  
LIGHT, SAFE, PORTABLE, INEXPENSIVE, COMPLETE  
SAW FOR YOUR WAREHOUSE.

Try it! It will cost you nothing. Write today for trial offer.

Manufactured by

**D. W. ONAN & SONS**  
60 Royalston Avenue MINNEAPOLIS, MINN.

### SCALES

American Kron Scale Co., 430 E. 53rd St., New York, N. Y.  
American Scale Co., 517 Delaware St., Kansas City, Mo.  
Barker & Son, Samuel G., Scranton, Pa.  
Beckman Bros., Des Moines, Iowa.  
Brunner Foundry & Mch. Co., Peru, Ill.  
Buffalo Scale Mfg. Co., Inc., 1200 Niagara St., Buffalo, N. Y.  
Chicago Scale Co., 7740 So. Chicago St., Chicago, Ill.  
Dayton Scale Co., Dayton, Ohio.  
Fairbanks Co., 416 Broome St., New York, N. Y.  
Fairbanks & Co., E. & T., St. Johnsbury, Vt.  
Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.  
Gaston Scale Co., Beloit, Wis.  
General Automatic Scale Co., 310 S. 1st St., St. Louis, Mo.  
Howe Scale Co., Rutland, Vt.  
International Business Machines Corp., 50 Broad St., New York, N. Y.  
Meadows Mfg. Co., Bloomington, Ill.  
Merrick Scale Mfg. Co., Summer St., Passaic, N. J.  
Moline Implement Co., Inc., Moline, Ill.  
National Scale Corp., 25 Ware St., Chicopee Falls, Mass.  
Pneumatic Scale Corp., Ltd., Norfolk Downs, Mass.  
Sawyer Spec. Scale Co., Jacksonville, Fla.  
Smith Scale Co., 93 W. Gay St., Columbus, Ohio.  
Standard Scale & Supply Co., 412 First Ave., Pittsburgh, Pa.  
Stimpson Computing Scale Co., Louisville, Ky.  
Toledo Scale Co., Toledo, Ohio.  
Weightograph Co., 310 So. First St., St. Louis, Mo.  
Winslow Government Standard Scale Wks., Terre Haute, Ind.

## STENCIL MACHINES

Auto-Mailing Mch. Co., Inc., Fitchburg, Mass.  
**Bradley Mfg. Co., A. J., 101 Beekman St., New York, N. Y.**  
 Diagraph Stencil Mch. Corp., 1626 Kings Highway Blvd., St. Louis, Mo.  
 Ideal Stencil Mch. Co., 113 West Blvd., Belleville, Ill.  
 Marsh Stencil Mch. Co., 100 Marsh Bldg., Belleville, Ill.  
 United Autograph Register, 2316 W. 43rd St., Chicago, Ill.



**The BRADLEY**

**The Latest and Best Circular Stencil Cutting Machine Ever Produced**

Four models, to cut  $\frac{1}{8}$ ",  $\frac{3}{16}$ ",  $\frac{1}{4}$ " and  $1\frac{1}{2}$ " Letters. See last month's issue for illustration of Horizontal Machine.

**Drop Forged Steel Punches All Parts Interchangeable. Machines Sent on Trial**

Write for prices on Stencil Machines and on Stencil Paper, Pots and Ink. The Bradley Ball Marking Pot is the Best. Our Oil Board and Inks are unexcelled.

**A. J. BRADLEY MFG. CO.**  
 101 BEEKMAN ST. NEW YORK



## TARPAULINS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.  
 Atlanta Tent & Awning Co., Atlanta, Ga.  
 Baker-Lockwood Mfg. Co., 618 Delaware St., Kansas City, Mo.  
 Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.  
 Boyle & Co., Inc., John, 112 Duane St., New York, N. Y.  
 Brooke Tarpaullin Co., 429 Celeste St., New Orleans, La.  
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.  
 Buckeye Tent & Awning Mfg. Co., 264 Spruce St., Columbus, Ohio.  
 Carnie-Gouldie Mfg. Co., 22nd & Grand Ave., Kansas City, Mo.  
 Carpenter & Co., Geo. B., 440 N. Wells St., Chicago, Ill.  
 Channon Co., H., 149 N. Market St., Chicago, Ill.  
 Clifton Mfg. Co., Waco, Texas.  
 Couch Bros. Mfg. Co., Atlanta, Ga.  
 Daffoe Eustice Co., 4042 W. Jefferson St., Detroit, Mich.  
 Des Moines Tent & Awning Co., 913 Walnut St., Des Moines, Iowa.  
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.  
 Driver Bros., Inc., 500 So. Green St. cor. Congress St., Chicago, Ill.  
 Fulton Bag & Cotton Mills, Atlanta, Ga.  
 Goss Co., J. C., Woodbridge & Bates Sts., Detroit, Mich.  
 Heath & Son, E. F., 225 Warren St., Newark, N. J.  
 Hettrick Mfg. Co., Summit & Magnolia St., Toledo, Ohio.  
 Hoegge Co., Inc., W. H., 138 S. Main St., Los Angeles, Cal.  
 Hooper & Sons Co., Wm. E., 3502 Parkdale St., Baltimore, Md.  
 Humphry's Sons, R. A., 1020 Callowhill St., Philadelphia, Pa.  
 Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.  
 Jacksonville Tent & Awning Co., Jacksonville, Fla.  
 Landers Bros. Co., 857 Buckingham St., Toledo, Ohio.  
 Lehon Co., 4411 Oakley Ave., Chicago, Ill.  
 Pittsburgh Waterproof Co., 435 Liberty Ave., Pittsburgh, Pa.  
**Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.**  
 (See advertisement elsewhere in this issue.)  
 Seattle Tent & Awning Co., Postal Telegraph Bldg., Seattle, Wash.  
 Smith Co., Arthur F., 139 Spring St., New York, N. Y.  
 Swanfeldt, 224 S. Main St., Los Angeles, Cal.  
 U. S. Tent & Awning Co., 707 N. Sangamon St., Chicago, Ill.  
 Upson-Walton Co., 1286 W. 11th St., Cleveland, Ohio.  
 Valley Mills, LaGrange, Ga.  
 Wentzel Tent & Duck Co., Herman, 1935 Paul St., St. Louis, Mo.  
 Wheeling Tent & Awning Co., Wheeling, W. Va.  
 Wyandotte Awning & Tent Co., Kansas City, Kan.

## TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.  
 Baker Co., R. & L., 2155 W. 25th St., Cleveland, Ohio.  
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.  
 Case Threshing Co., J. I., Racine, Wis.  
 Caterpillar Tractor Co., San Leandro, Cal.  
 Clark Truck Tractor Co., Buchanan, Mich.  
 Cleveland Tractor Co., Lamb & Euclid Aves., Cleveland, Ohio.  
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.  
 Elwell-Parker Elec. Co., 4000 St. Clair Ave., Cleveland, Ohio.  
 Kilbourne & Jacobs Co., Columbus, Ohio.  
 Lakewood Eng. Co., Berea Road, Cleveland, Ohio.  
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.  
 Monarch Tractors, Inc., Watertown, Wis.  
 Omaha Steel Works, Omaha, Neb.  
 Prescott Co., Sumner K., 1 W. Lander St., Seattle, Wash.  
 Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.  
 Townmotor Co., Cleveland, Ohio.  
 Tractor Co., J. T., 170th & St. Clair Ave., Cleveland, Ohio.  
 Yale & Towne Mfg. Co., Stamford, Conn.  
 Yuba Mfg. Co., San Francisco, Cal.

Why should a man Prosperity Expect,  
 If, to secure it, he the means neglect?  
 As Soil—its own to hold—needs fertilizing,  
 So Business—new or old—needs Advertising.

"Pop."

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## TRAILERS

Fruehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.  
**Highway Trailer Co., Egerton, Wis.**  
 Kilbourne & Jacobs Mfg. div. of Case Crane & Engineering Co., Columbus, Ohio.  
 Lapeer Trailer Co., Lapeer, Mich.  
 Lee Trailer & Body Co., 2343 S. LaSalle St., Chicago, Ill.  
 Shadbolt Mfg. Co., Flushing Ave. & Cumberland St., Brooklyn, N. Y.  
 Trallmobile Co., 31st & Robertson Sts., Cincinnati, Ohio.

## HIGHWAY FOUR-WHEEL TRAILER

### MODEL XC-209

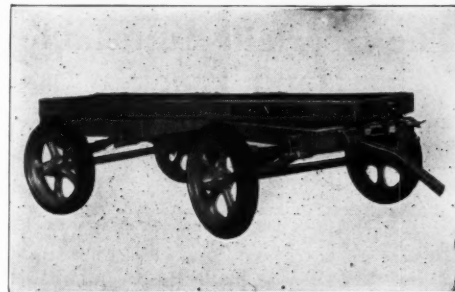
### 4-TON CAPACITY

# \$750

F. O. B. FACTORY

Saves the Price of a 5-Ton Truck

REDUCES HAULING COST 50%



### MODEL XC-206

### 6-TON CAPACITY

# \$1050

F. O. B. FACTORY

Write for Literature and Detailed Specifications

**HIGHWAY TRAILER CO.**  
**EDGERTON, WIS.**

## TRAILERS, INDUSTRIAL TRUCK

Arcadia Trailer Co., Newark, N. Y.  
 Automatic Transportation Co., 2935 Main St., Buffalo, N. Y.  
 Bieh Iron Works, Inc., Reading, Pa.  
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.  
 Koppel Industrial Car & Equip. Co., Koppel, Pa.  
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.  
 Eadie Trailer Corp., 191 Ninth Ave., New York, N. Y.  
 Electric Wheel Co., Walton Heights, Quincy, Ill.  
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.  
 Fairbanks Co., 416 Broome St., New York, N. Y.  
 Hercules Trailer Mfg. Co., 1327 Sante Fe Ave., Los Angeles, Cal.  
 Howe Cabin Co., Muskegon, Mich.  
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.  
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.  
 Lansing Co., 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc., Greene, N. Y.  
 Menasha Wood Split Pulley Co., Menasha, Wis.  
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.  
 Michigan Truck & Lumber Co., c/o Bartlett Lumber Co., 1600 E. Davidson St., Detroit, Mich.  
**Nutting Truck Co., Faribault, Minn. (See advertisement elsewhere in this issue.)**  
 Omaha Steel Works, Omaha, Neb.  
 Streich & Bro. Co., A., Oskosh, Wis.  
 Warren Mfg. Co., Springfield, Mass.  
 Welded Prod. Mfg. Co., 851 Kinnickinnic Ave., Milwaukee, Wis.  
 West Bend Equip. Co., West Bend, Wis.  
 Whitehead & Kales Co., 2361 Beecher Ave., Detroit, Mich.  
 Yale & Towne Mfg. Co., Stamford, Conn.  
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

## TRUCKS, HAND

Aeromotor Co., 2500 W. Roosevelt Rd., Chicago, Ill.  
 Anchor Post Iron Works, 9 East 38th St., New York, N. Y.  
 Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.  
 Baltimore Cooperage Co., Ostend & Creek Sts., Baltimore, Md.  
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.  
 Russ Machine Works, Holland, Mich.  
 Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.  
 Chicago Scale Co., 7740 S. Chicago Ave., Chicago, Ill.  
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.  
 Cleveland Wire Spring Co., 1283 E. 38th St., N. E., Cleveland, Ohio.  
 Colson Co., Elyria, Ohio.



## TRUCKS, HAND (Continued)

Conkey & Co., H. D., Mandota, Ill.  
 Diamond State Fibre Co., East Bridgeport, Pa.  
 Electric Wheel Co., Walton Heights, Quincy, Ill.  
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.  
 Fairbanks Co., 416 Broome St., New York, N. Y.  
 Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.  
 Fibrebone Co., Inc., Waltham, Mass.  
 Francis Co., Chas. E., Rushville, Ind.  
 Globe Vise & Truck Co., 1451 Front St., N. W., Grand Rapids, Mich.  
 Grand Rapids Foundry Co., Grand Rapids, Mich.  
 Grand Rapids Hand Screw Co., 1430 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co., Hamilton, Ohio.  
**Heerlein Furn. Hand Truck Co., 92 Washington Ave., Long Island City, N. Y.**  
 Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.  
 Howe Scale Co., Rutland, Vt.  
 Hughes Steel Equip. Co., Allegan, Mich.  
 Illinois Iron & Bolt Co., Carpentersville, Ill.  
 Kilbourne & Jacobs Mfg. Co., Columbus, Ohio.  
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.  
 Koven & Bro., Inc., L. O., Odgen & Koven Aves., Jersey City, N. J.  
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.  
 Lansing Co., Lansing, Mich.  
 Leatheroid Mfg. Co., Kennebunk, Maine.

*Twenty Hand Trucks in One—***The Heerlein Adjustable Hand Truck****Saves Damage Claims in Furniture Warehouses**

This truck will save time and money in any warehouse because the adjustable feature makes a battery of trucks unnecessary. It can be adjusted to fit the load. Don't risk handling difficult trucking jobs with an ordinary truck.

Built to last under the hardest service you can give it. The price is only \$39.75, and it's well worth the money. One man with it can do the work of four without.

**The Heerlein Adjustable Hand Truck Co.**  
 92 Washington Ave., Long Island City, N. Y.

**A Thousand Salesmen**

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

Furthermore—your advertisement continues working for you the whole balance of the month

**FOR NOTHING**

The progressive manager will use this silent salesman to advantage NOW.

*Advertising rates on request*

**Distribution and Warehousing**  
 249 West 39th St. New York City

Lewis Co., G. B., Watertown, Wis.  
 Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.  
 Loudon Mch. Co., 1115 Broadway, Fairfield, Iowa.  
 Lyon Iron Works, Inc., Greene, N. Y.  
 McFarlane & Co., Inc., H., 322 S. Grand St., Chicago, Ill.  
 McKimney Mfg. Co., Liverpool & Metropolitan Sts., Pittsburgh, Pa.  
 Marion Tool Works, Marion, Ind.  
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.  
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.  
 National Vulcanized Fibre Co., East Wilmington, Del.  
 New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.  
**Nutting Truck Co., Faribault, Minn.**  
 Ohio Galvanizing & Mfg. Co., Niles, Ohio.  
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.  
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.  
 Rogers Fibre Co., 125 Beach St., Boston, Mass.  
 Ross Carrier Co., Benton Harbor, Mich.  
 Seaman Paper Co., 360 No. Michigan Ave., Chicago, Ill.  
**Self Lifting Piano Truck Co., Findlay, Ohio. (See advertisement elsewhere in this issue.)**  
 Sheffield Car Co., Three Rivers, Mich.  
 Standard Scale & Supply Corp., 412 First Ave., Pittsburgh, Pa.  
 Sterling Wheelbarrow Co., 6300 Pullen St., West Allis, Milwaukee, Wis.  
 Stuebbling-Cowan Co., 311 E. Court St., Cincinnati, Ohio.  
 Streich & Bro. Co., A., Oshkosh, Wis.  
 Towsley Mfg. Co., John J., Cincinnati, Ohio.  
 Transmission Ball Bearing Co., Inc., 1053 Military Rd., Buffalo, N. Y.  
 Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.  
 Warren Mfg. Co., Springfield, Mass.  
 Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.  
 West Bend Equip. Co., West Bend, Wis.  
 Western Wheelbarrow Mfg. Co., So. Fort Smith, Ark.  
 Whitehurst Mfg. Corp., R. W., Norfolk, Va.  
 Yale & Towne Mfg. Co., Stamford, Conn.  
 Zering Mfg. Co., H., Brownway & Railroad St., Oakley, Cincinnati, Ohio.

**Its One-Piece Steel Frame Makes it Stronger**

Great reserve strength in a trailer means freedom from breakage and insures slower depreciation and longer life. Such extra strength is put into the Nutting BLUE BOY by the rigid, one-piece steel frame—the two heavy, channel steel sections supporting the Northern Hardwood platform—the all-steel castings.

This durable construction accounts for the extremely low year-cost of Nutting Blue Boys. Write for our Special Trailer Bulletin giving complete descriptions.

Representatives in Principal Cities.

**NUTTING TRUCK CO.**

1653 Division St.

Faribault, Minn.

**Floor Truck Specialists Since 1891****TRUCKS, INDUSTRIAL**

Anchor Post Iron Works, 9 East 38th St., New York, N. Y.  
 Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.  
 Baker Co., R. & L., 2185 W. 25th St., Cleveland, Ohio.  
 Buda Co., Harvey, Ill.  
 Clark Tractor Co., Buchanan, Mich.  
 Crescent Truck Co., 160 No. 10th St., Lebanon, Pa.  
 Electric Wheel Co., Walton Heights, Quincy, Ill.  
 Elwell-Parker Elec. Co., 4000 St. Clair Ave., Cleveland, Ohio.  
 Fairbanks Co., 416 Broome St., New York, N. Y.  
 Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.  
 Kent Machine Co., Kent, Ohio.  
 Koppel Industrial Car & Equip. Co., Koppel, Pa.  
 Ladel Mfg. Co., New Philadelphia, Ohio.  
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.  
 Lyon Iron Works, Inc., Greene, N. Y.  
 Market Forge Co., Everett, Mass.  
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.  
 Miami Mfg. Co., Peru, Ind.  
 New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.  
 Ottumwa Iron Works, Inc., Ottumwa, Iowa.  
 Peerless Wire Goods Co., 2910 Ferry St., Lafayette, Ind.  
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## TRUCKS, TIERING

Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.  
 Anderson Elec. Car Co., Detroit, Mich.  
 Atlas Car & Mfg. Co., Cleveland, Ohio.  
 Automatic Trans. Co., 2939 Main St., Buffalo, N. Y.  
 Baker R & L Co., 2185 W. 25th St., Cleveland, Ohio.  
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.  
 Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.  
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.  
 Conkey & Co., H. D., Mendota, Ill.  
 Couple Gear Elec. Truck Co., Grand Rapids, Mich.  
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.  
 Diamond State Fibre Co., East Bridgeport, Pa.  
 Economy Eng. Co., 2631 W. Van Buren St., Chicago, Ill.  
 Elwell-Parker Elec. Co., 400 St. Clair Ave., Cleveland, Ohio.  
 Grand Rapids Vapor Kilo, Grand Rapids, Mich.  
 Hydraulic Press Mfg. Co., 83 Lincoln Ave., Mt. Gilead, Ohio.  
 Lakewood Eng. Co., Cleveland, Ohio.  
 Lutz Co., Inc., Morris & Bambray Sts., Philadelphia, Pa.  
 Mercury Mfg. Co., 4130 Halsted St., Chicago, Ill.  
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.  
 New Jersey Fdry. & Mch. Co., 90 West St., New York, N. Y.  
 Pilgrimage Lift Truck Corp., 10 Elm Court, Stamford, Conn.  
 Puffer, Hubbard Mfg. Co., 32nd Ave. So., cor. E. 26th St., Minneapolis, Minn.  
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.  
 Ross Carrier Co., Benton Harbor, Mich.  
 Service Caster & Truck Co., Albion, Mich.  
 Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.  
 Standard Conveyor Co., 315 Second Ave. N. W., No. St. Paul, Minn.  
 Stuebeling-Cowan Co., 311 E. Court St., Cincinnati, Ohio.  
 Terminal Eng. Co., Inc., 17 Battery Pl., New York, N. Y.  
 Union Steel Prod. Co., 132 N. Berrien St., Albion, Mich.  
 Yale & Towne Mfg. Co., Stamford, Conn.

## TRUCK TRANSMISSIONS

Warford Corp., 44 Whitehall St., New York, N. Y.

## WHEELS

**Budd Wheel Co., 25th & Hunting Park Ave., Philadelphia, Pa.**  
*(See advertisement elsewhere in this issue.)*  
 Morand Cushion Wheel Co., 818 S. May St., Chicago, Ill.  
 Sewell Cushion Wheel Co., 6468 Gratiot St., Detroit, Mich.

## WORK SUITS

Arbuthnot-Stevenson Co., 801 Penn Ave., Pittsburgh, Pa.  
 Automotive Garment Co., Kansas City, Mo.  
 Brownstein-Lewis Co., 751 So. Figueroa St., Los Angeles, Cal.  
 Burnham, Munger, Root Dry Goods Co., 8th & Broadway, Kansas City, Mo.  
 Farhart-Hamilton Cotton Mills, Michigan Ave. & Kent St., Detroit, Mich.  
 Oahn, Goldwater Co., 216 So. Los Angeles St., Los Angeles, Cal.  
 Cowden Mfg. Co., 412 W. 8th St., Kansas City, Mo.  
 Crown Overall Mfg. Co., 3rd & Plum Sts., Cincinnati, Ohio.  
 Efrogmson & Wolf, 360 W. Washington St., Indianapolis, Ind.  
 Elder Mfg. Co., 13th & Lucas Sts., St. Louis, Mo.  
 Finch, Van Slyke & McConville, Park Square, St. Paul, Minn.  
 Finck & Co., W. M., 3708 Gratiot Ave., Detroit, Mich.  
 Fleishner, Mayer & Co., Portland, Ore.  
 Globe Superior Corp., Abingdon, Ill.  
 Goll & Frank Co., East Water & Buffalo Sts., Milwaukee, Wis.  
 Greenbaum, Weil & Michels, 742 Mission St., San Francisco, Cal.  
 Hanke Bros., Main & 12th Sts., Cincinnati, Ohio.  
 Hettrick Mfg. Co., Summit & Magnolia Sts., Toledo, Ohio.  
 Hirsh-Weis Mfg. Co., Portland, Ore.  
 Lamb Mfg. Co., 1301 Wabash Ave., Terre Haute, Ind.  
 Larned-Charter & Co., 1210 Eighth St., Detroit, Mich.  
 Lee Co., H. D., 20th & Wyandotte Sts., Kansas City, Mo.  
 Lindeke, Warner & Son, St. Paul, Minn.  
 McDonald Mfg. Co., R. L., St. Joseph, Mo.  
 Miller & Co., Inc., E. B., Chattanooga, Tenn.  
 Miller Mfg. Co., Paris, Texas.  
 Miller Mfg. Co., C. R., Dallas, Texas.  
**Motor Suit Mfg. Co., 710 Central St., Kansas City, Mo.**  
 Nunnally & McCrea Co., Atlanta, Ga.  
 Oberman Mfg. Co., D. M., Jefferson City, Mo.  
 Oppenheimer & Co., M., 938 Penn St., Pittsburgh, Pa.  
 Oshkosh Overall Co., Oshkosh, Wis.  
 Phoenix Mfg. Co., 1201 So. Sharp St., Baltimore, Md.  
 Pierson Mfg. Co., Quincy, Ill.  
 Pittsburgh Dry Goods Co., 933 Pennsylvania Ave., Pittsburgh, Pa.  
 Protexall Co., Abingdon, Ill.  
 Ranney-Davis Merc. Co., Arkansas City, Kans.  
 Red Diamond Clothing Co., 801 Lucas St., St. Louis, Mo.  
 Rice-Stix Co., 16th & Washington Ave., St. Louis, Mo.  
 Richardson Dry Goods Co., St. Joseph, Mo.  
 Rockford Overall Mfg. Co., Rockford, Ill.  
 Sanger Brothers, Dallas, Texas.  
 Scott Mfg. Co., Cyrus W., Houston, Texas.  
 Scowcroft & Sons Co., John, Ogden, Utah.  
 Sibbett Mfg. Co., Oakland, Cal.  
 Signal Shirt Co., Racine, Wis.  
 Smith-McCord-Townsend Dry Goods Co., 8th & Broadway, Kansas City, Mo.  
 Spokane Dry Goods Co., Spokane, Wash.  
 Standard Tent & Awning Co., Cor. Michigan & Orange Sts., Toledo, Ohio.  
 Strauss Bros., 109 Hopkins Pl., Baltimore, Md.  
 Strauss, Levi & Co., Battery & Pine Sts., San Francisco, Cal.  
 Stuart, Keith & Co., Fayette & Greene Sts., Baltimore, Md.  
 Sweet, Orr & Co., 15 Union Square, New York, N. Y.  
 Union Special Overall Co., Plume & 14th St., Cincinnati, Ohio.  
 Volunteer Mfg. Co., Nashville, Tenn.  
 Welch-Cook-Beals Co., Cedar Rapids, Iowa.  
 Wheeler & Motter Merc. Co., 7th & Sylvania Sts., St. Joseph, Mo.  
 Wyman-Partridge & Co., 4th St. & 1st Ave. No., Minneapolis, Minn.  
 Zions' Co-oper. Merc. Institution, Salt Lake City, Utah.



## ALLOVA

**WORK SUITS**  
**Advertise Your Business**

One-Piece "Allova" work suits, made in attractive colors and lettered with the individual name or trademark of the wearer, are a big hit with warehouse and transfer men everywhere.

Equip your men at these wholesale prices:

3 suits.....	\$3.25 each
12 suits.....	3.00 each
25 suits.....	2.88 each
50 suits.....	2.75 each

Sizes 46, 48 and 50 are ten per cent in addition.

Know the real value of "ALLOVA" Work Suits. Send in a trial order today. State sizes wanted and enclose your firm name or trademark. Money back if not satisfied.

**MOTOR SUIT MFG. CO.**  
 Department 58  
 327 South Market St., Chicago, Ill.  
 767 Central St., Kansas City, Mo.

## Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself.

Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## CLASSIFIED ADVERTISING

### Mr. Warehouseman—

### What Have You That You Want to Sell and What Is It You Want to Buy?

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

### INFORMATION

**Six cents a word** is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

**Ten per cent discount** if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

**Add five words** for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

**Refund will be made** if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

**Telephone orders** must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

**When replying** to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

**The right is reserved** to refuse any advertisement and also to re-write and edit copy furnished whenever the publishers consider it advisable to do this.

**Classified Department**  
Distribution and Warehousing Publications, Inc.  
249 W. 39th St., New York

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

### INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

<b>A</b>	
Autocar Company .....	53
A. P. W. Paper Co.....	136
<b>B</b>	
Big 4 Transfer Co., Inc.....	134
Bradley Mfg. Co., A. J.....	129
Breen, Wm. H.....	128
Budd Wheel Co.....	5
<b>C</b>	
Chicago Quilt Mfg. Co.....	126
<b>D</b>	
Du Pre Mfg. Co.....	125
<b>E</b>	
Excelsior Wrapper Co.....	126
<b>F</b>	
Federal Motor Truck Co.....	Front Cover
Flanders Hotel .....	134
<b>G</b>	
General Motors Truck Co.....	59
Graham Bros. ....	57
<b>H</b>	
Heerlein Adjustable Hand Truck Co.....	130
Highway Trailer Co.....	129
<b>I</b>	
International Harvester Co.....	6
<b>J</b>	
Judson Freight Fwdg. Co.....	3
<b>K</b>	
Kelly-Springfield Tire Co.....	4
Kingsley, George S.....	2
<b>L</b>	
Lewis & Leonard.....	133
<b>M</b>	
Maish Co., Chas. A.....	127
Mohawk Rubber Co.....	135
Moore & Dunford, Inc.....	60
Motor Suit Mfg. Co.....	131
<b>N</b>	
National Terminals Corp.....	Second Cover
Nutting Truck Co.....	130
<b>O</b>	
Onan & Sons, D. W.....	128
<b>P</b>	
Peelle Company .....	Third Cover
Pennsylvania Hotel .....	134
<b>R</b>	
Reach Textile Co., Inc., A. L.....	127
Republic Motor Truck Co.....	Back Cover
Ruggles Motor Truck Co.....	55
<b>S</b>	
Self Lifting Piano Truck Co.....	128
Selle & Co., H. W.....	126
<b>T</b>	
Trans-Continental Freight Co.....	1
<b>U</b>	
United Vacuum Appliance Corp.....	123
<b>V</b>	
Vulcan Car Rail & Const. Co.....	124
<b>W</b>	
Walker Vehicle .....	133
White Tar Co.....	125

(For Shippers Index to Advertisers, see pages 133, 134 and 135)



# SHIPPERS INDEX

(For Index to General Advertisers, see page 132)

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A	
A B C Fireproof Whse. Co.	91
A B C Storage & Moving Co.	119
A B C Storage Co.	120
Aberdeen Storage Co.	117
Acrex Haulage Corp.	101
Adams Transfer & Storage Co.	92
Alabama Motor Transfer Co.	62
Albany Term. & Sec. Whse. Co.	97
Alexandria Chamber of Commerce	120
Amick Transfer & Storage Co.	66
Anchor Warehouse Co.	87
Anderson's Express & Stge.	94
Arizona Stge. & Dist. Co.	62
Arrow Ppf. Stge. & Moving Co.	92
Atlantic Stge. & Whse., Inc.	82
Atlas Storage Warehouse Co.	114
Auburn Draying Co., Inc.	97
Audubon Ppf. Stge. Whses.	101
B	
B. R. & P. Warehouse Co.	105
Baer Fireproof Warehouse Co.	72
Baier Trans. & Stge. Co.	84
Baillargeon Express, Ltd., J. B.	122
Ballard Storage & Transfer Co.	90
Baltimore Storage Co.	82
Bartlett Storage Warehouse Co.	77
Bauermeister Terminal Co.	79
Beaufort County Stge. Whse. Co.	107
Beeler Trans. & Stge. Co.	75
Bekins Household Van & Stge. Co.	93
Bekins Omaha Van & Stge. Co.	63
Bekins Van & Stge. Co. (Fresno)	63
Bekins Van & Stge. Co. (Holly-wood)	63
Bekins Van & Stge. Co. (Los Angeles)	63
Bekins Van & Stge. Co. (Oakland)	63
Bekins Van & Stge. Co. (Portland, Ore.)	112
Bekins Van & Stge. Co. (Sacramento)	65
Bekins Van & Stge. Co. (San Francisco)	66
Bekins Van & Stge. Co. (Seattle)	120
Bekins Van & Stge. Co. (Sioux City)	80
Bekins Van & Stge. Co. (Tacomoma)	120
Bekins Van & Stge. Co. (Vancouver)	122
Berthelsen Transfer & Stge. Co.	80
Bill Brothers Co., Inc.	100
Bilberg Sons, Inc.	100
Binyon-O'Keefe Ppf. Stge. Co.	118
Birch-Smith Ppf. Stge. Co.	64
Blackham Stge. & Trucking Co., Inc.	106
Blanchard Storage Co., Inc.	105
Blanco's Trans. & Stge. Co.	115
Blue Line Stge. Co.	80
Bond Ppf. Stge. Co., E. M.	118
Booth Brothers	89
Burgmann & Son, A. C.	77
Borley Stge. & Trans. Co.	93
Boulton's Storage	122
Bowker, Inc., Geo. A.	88
Bowler Storage & Sales Co.	86
Bowman Co., Chas. E.	98
Boyd Trans. & Stge. Co.	89
Brady & Son Co., P.	100
Broad St. Whse. Corp.	106
Broadway Storage Co. (R. L.)	116
Broadway Storage Whse. (N. Y.)	101
Brokers Office & Whse. Co.	81
Brunton Trans. & Stge. Co.	72
Buffalo Stge. & Carting Co.	99
Burch Whse. & Trans. Co.	68
Burke's Express	85
C	
Cady Moving & Stge. Co.	117
California Truck Co.	64
Calkins & Co., James	95
Cameron Trans. & Stge. Co.	89
Campbell's Warehouse	105
Canton Storage Co.	107
Capital City Trans. Co.	120
Carey Trans. & Stge. Co., Inc.	117
Carman Ppf. Stge. Whse. Inc.	101
Carnahan Transfer & Storage	114
Carroll's Stge. & Dist. Co.	107
Carrollina Trans. & Stge. Co.	106
Carpenter Storage, Inc.	106
Cathart Van & Stge. Co.	71
Cedar Rapids Trans. & Stge. Co.	79
Central Storage Co.	92
Central Stge. & Fwdg. Co.	73
Central Van & Stge. Co.	120
Central Whse. Co. (Baltimore)	82
Central Whse. Co. (Evanston)	77
Central Whse. Co. (Saginaw)	89
Central Whse. Co. (St. Paul)	90
Charleston Whse. & Fwdg. Co.	117
Charlie's Transfer Co.	62
Chattanooga Trans. & Stge. Co.	117
Chattanooga Whse. & Cold Stge. Co.	117
Chelsea Ppf. Stge. Whses., Inc.	101
Cherry Trans. & Stge. Co.	71
Chicago Van & Stge. Co.	64
Cincinnati Term. Whse. Co.	108
Cincinnati Tobacco Whse. Co.	108
City Storage, Ltd.	122
City Transfer Co., Ltd.	72
City Trans. & Stge. Co.	63
Clancy Carting Co., J. C.	105
Cleveland Storage Co.	61
Coakley Bros.	121
Coburn Stge. Whse. Co., Henry	78
Cold Spring Stge. Co., Inc.	99
Colorado Trans. & Whse. Co.	67
Columbia Stge. Whse.	102
Columbian Stge. & Trans. Co.	88
Columbian Warehouse Co.	116
Colyear Van & Stge. Co.	61
Commercial Truck & Stge. Co.	129
Commercial Whses. (New Orleans)	82
Commercial Whse. Co. (Little Rock)	62
Commonwealth Ice & Cold Stge. Co.	83
Consolidated Trucking & Stge. Co.	100
Costich & Sons, B. G.	103
Cotter Whse. Co., W. Lee (Akron)	107
Cotter Whse. Co., W. Lee (Columbus)	110
Cotter Whse. Co., W. Lee (Toledo)	111
Coyne Stge. Whse.	91
Crabtree Trans. & Stge.	117
Crandall Trans. & Whse. Co.	76
Cummins Storage Co.	105
Cuno Storage Co.	102
Currier-Lee Whse. Co.	73
Curtis Bros. Trans. Co.	108
D	
D & D Trans. & Stge. Co.	78
Dargett Trans. & Stge. Co.	80
Daniel Stge. Co., R. L.	118
Danville Trans. & Stge. Co.	76
Davidson Trans. & Stge. Co.	83
Day & Meyer, Murray & Young, Inc.	102
Delcher Bros. Stge. Co.	70
Deppenhal Truck & Stge. Co.	111
Detroit Railway & Harbor Term. Co.	82
Detroit Storage Co.	96
Dewey & Co., George E.	69
Diehl Stge. Whse. Co.	112
Diets Stge. Whse.	105
Dobson Stge. Whse.	105
Dorchester Ppf. Stge. Whse.	81
Dorney Stge. Whse. Co., C. A.	112
Drinkwater's Sons, Inc., Henry G.	68
Driscoll's Cartage	122
Driver Storage Co.	62
Duluth Van & Stge. Co.	89
Dunham & Reid, Inc.	101
Dunn Co., D. W.	81
Dye Ppf. Stge. Co., Fred F.	99
E	
Edgars Sugar House	87
Edwards Trans. & Stge. Co.	110
Eldredge Exp. & Stge. Whse. Co.	94
Electric Trans. & Stge. Co.	65
Elgin Stge. & Trans. Co.	76
Elkin Trans. & Stge. Co.	119
Elston Packing & Stge. Co.	88
Empire Storage Co.	73
Erie Storage & Carting Co.	113
Erie Warehouse Co., Inc.	113
Essex Whse. Co.	95
Evanston Transfer Co.	76
Ewert & Richter Exp. & Stge. Co.	79
Eyres Stge. & Dist. Co.	120
F	
Ferriss Whse. & Stge. Co.	70
Fidelity Ppf. Stge. Co.	64
Fidelity Storage Co.	83
Fidelity Stge. & Trans. Co.	90
Fidelity Stge. & Whse. Co.	114
Fireproof Stge. & Trans. Co.	89
Fireproof Whse. & Stge. Co.	110
Flag Stge. Whse. Co.	105
Ford Trans. & Stge. Co.	93
Forest Hills Ppf. Stge. Co.	100
Fort Hill Stge. Whse.	84
Fort Wayne Stge. Co.	77
Franklin Ppf. Whses. Inc.	98
Fraser & Kelly	97
Fulton Trans. & Stge. Co.	71

(Continued on page 134)

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## SHIPPERS INDEX—Continued

(Continued from page 133)

<b>G</b>		Kneeland, Bill .....	86
Galt Block Whse. Co. ....	82	Knickerbocker Stge. Co. ....	119
Gardner Storage Co. ....	69	Knickerbocker Whse. Co. ....	95
General Ppf. Stge. Co. ....	111	Knickerbocker Whse. & Stge. Co. ....	107
General Warehousing Co. ....	92	Knoxville Ppf. Stge. Co. ....	117
Gibbs Express Co. ....	84	Kob Stge. Co., J. Leo. ....	69
Gibbs, Thomas H. ....	95	Kroeger, Jos. J. ....	95
Gilbert Storage Co. ....	102		
Gleason Bros. ....	95		
Glenn & Sons, O. J. ....	99		
Globe Exp. & Van. Co. ....	73		
Globe Trans. & Stge. Co. ....	120		
Glyn's Transfer. & Ppf. Stge. Co. ....	72		
Goodman Whse. Corp. ....	95		
Gold Storage Co. ....	73		
Gordon Ppf. Whse. & Van. Co. ....	93		
Gramatan Whse. Inc. ....	98		
Grand Rapids Stge. & Van Co. ....	88		
Greensboro Whse. & Stge. Co. ....	107		
Gregg Cartage & Stge. Co. ....	108		
Griffin, Hal .....	112		
<b>H</b>			
Hagerstown Stge. & Trans. Co. ....	83		
Hamman Bros. ....	74		
Harder's Ppf. Stge. & Van. Co. ....	73		
Harragan's Stge. Whse. Inc. ....	98		
Harris Trans. & Whse. Co. ....	62		
Harrisburg Storage Co. ....	113		
Hartford Despatch & Whse. Co. ....	69		
Haslett Whse. Co. ....	66		
Hastings Truck Co. ....	88		
Haugh & Keenan Stge. & Trans. Co. ....	115		
Headley's Exp. & Stge. Co. ....	113		
Hebard Stge. Whse. ....	73		
Herbert & Son Co., Wm. ....	112		
Hershfield Motor Trans. Co. ....	69		
Hess-Strickland Trans. & Stge. Co. ....	62		
Hildenbrand Bros. ....	114		
Hill The Mover .....	122		
Hite Bros. Trans. & Stge. Co. ....	92		
Hodge Stge. & Cartage Co. ....	111		
Hodges, Joe .....	112		
Hollingsworth Warehouses .....	71		
Hollywood Stge. Co. (Hollywood) ....	63		
Hollywood Storage Co. (Los Angeles) ....	64		
Holman & Co., Inc., Geo. B. ....	95		
Howard Terminal .....	65		
Hunter Trans. Co. (Ark.) ....	63		
Hunter Trans. Co. (Texas) ....	119		
Hutchison Bonded Warehouse. ....	80		
<b>I</b>			
Imperial Trans. & Stge. Co., Inc. ....	92		
Independent Trans. & Stge. Co. ....	121		
Indiana Refrigerator Co. ....	78		
Indiana Terminal Whse. Co. ....	78		
Interstate Terminal Whses., Inc. ....	109		
Inter-State Trans. & Stge. Co. ....	86		
Iowa Warehouse Co. ....	80		
Ivory, Inc., John F. ....	87		
<b>J</b>			
Jackson Heights Van & Exp. Co. ....	100		
Jacobs Transfer Co. ....	69		
Jamaica Stge. Whse. Co., Inc. ....	100		
Jennings-Corwall Whse. Co. ....	119		
Johnson Stge. & Moving Co. ....	66		
Joliet Whse. & Trans. Co. ....	76		
Jones-Clark Trucking & Stge. ....	106		
Jones Trans. & Stge. Co. ....	119		
Jones Whses., Inc. ....	117		
Joyce Bros. Co. ....	74		
<b>K</b>			
Kedney Whse. Co. (Grand Forks) ....	107		
Kedney Whse. Co. (Minneapolis) ....	90		
Kedney Whse. Co. (St. Paul) ....	91		
Keenan & Son, B., Inc. ....	102		
Kelso Co., J. L. ....	96		
Kenna Terminal .....	96		
Kennicott-Patterson Trans. Co. ....	66		
Kent Storage Co. ....	88		
Keystone Delivery Trans. & Stge. ....	114		
Keystone Exp. & Stge. Co. ....	114		
Kinderman & Sons, J. ....	103		
King Storage Whse., Inc. ....	106		
		La Crosse Term. Whse. Co. ....	121
		Lakewood Ppf. Stge. Co. ....	111
		Lancaster Stge. Co., Inc. ....	113
		Langan Ppf. Stge. Co., Ben A. ....	93
		Lansing Storage Co. ....	89
		Lasham Co., Edward .....	74
		Lawrence Whse. Co. (Oakland) ....	65
		Lawrence Whse. Co. (San Francisco) ....	66
		Lazarus, F. G. ....	112
		Lederer Terminal Whse. Co. ....	108
		Lee Brothers, Inc. ....	103
		Lee & Sons Co., H. C. ....	113
		Lee Term. & Whse. Corp. ....	70
		Lehigh & New England Term. Whse. Co. ....	112
		Lehigh Whse. & Trans. Co. ....	87
		Lemon, Virgil F. ....	78
		Lentz Transfer Co. ....	107
		Leonard Warehouses, Inc. ....	99
		Lincoln Ppf. Whse. Co. ....	87
		Lincoln Safe Deposit Co. ....	103
		Lincoln Storage Co. ....	109
		Lincoln Storage Warehouses. ....	95
		Long Beach Trans. & Whse. Co. ....	63
		Long Island Storage Whses. ....	98
		Long Warehouse Co., S. N. ....	93
		Los Angeles Warehouse Co. ....	64
		Louisville Public Whse. Co. ....	81
		Lyon Ppf. Stge. Co. ....	64
<b>M</b>			
		McCauley's Ppf. Stge. Whse. ....	106
		McCormick Whse. Co. ....	83
		McDougall Term. Whse. Co. ....	89
		McLaughlin Whse. Co. ....	82
		McNally Bros., Inc. ....	93
		Marshalltown Ppf. Stge. Co. ....	80
		Matheson Warehouse Co. ....	116
		Meadowbrook Stge. Whse. Co. ....	95
		Mercantile Stge. & Whse. Co. ....	94
		Meyer Trans. & Stge. Co. ....	79
		Merchandise Storage Co. ....	110
		Merchants Stge. & Trans. Co. ....	67
		Merchants Term. Co. ....	110
		Merchants Transfer Co. (Marion) ....	111
		Merchants Transfer Co. (San Antonio) ....	119
		Merchants Trans. & Stge. Co. (Ill.) ....	77
		Merchants Trans. & Stge. Co. (Iowa) ....	79
		Merchants Warehouse Co. ....	83
		Merchants Whsing. Co. ....	116
		Meridith Stge. & Trans. Co. ....	76
		Metropolitan Fireproof Whse. ....	103
		Metropolitan Moving Co. ....	87
		Michigan Term. Whse. Co. ....	87
		Midland Stge. Co. ....	121
		Midland Whse. & Trans. Co. ....	75
		Miller North Broad Stge. Co. ....	115
		Miller Trans. & Stge. Co., J. E. ....	121
		Millard, W. R. ....	81
		Model Storage Warehouses. ....	97
		Moeller Trans. & Stge. ....	62
		Monroe Stge. & Whse. Co., Inc. ....	99
		Monroe Warehouse Co., Inc. ....	105
		Montgomery & Co. ....	113
		Monumental Stge. & Carpet Cleaning Co. ....	83
		Morgan & Brother .....	104
		Mott Haven Stge. & Whse. Co. ....	104
		Muegge-Jenull Whse. Co. ....	119
		Murdoch Stge. & Trans. Co. ....	115
		Murphy Trans. & Stge. Co. ....	90
		Muskogee Trans. & Stge. Co. ....	112
		Nash Moving & Stge. Co., Al. ....	108
		Nashville Whse. & Elevator Corp. ....	118
		National Bonded Warehouse. ....	71
		National Freight Forwarding Co. (New York) ....	104
		National Freight Forwarding Co. (San Diego) ....	66
		National Storage Co. ....	89
		National Trans. & Stge. Co., Inc. ....	69
		National Warehouse & Dist. Co. ....	119
		Neal Fireproof Stge. Co. ....	109
		Niagara Stge. Whse. Co. ....	99
		Northern Ave. Stores & Dock Corp. ....	85
		North Eastern Stge. & Dist. Co. ....	86
		North Pier Terminal Co. ....	75

(Continued on page 135)

## SHIPPERS INDEX—Continued

(Continued from opposite page)

<b>O</b>	
O. K. Stge. & Trans. Co. (Little Rock).....	63
O. K. Stge. & Trans. Co. (New Orleans).....	82
O. K. Stge. & Trans. Co. (Louisville).....	81
O. K. Stge. & Trans. Co. (Memphis).....	118
O. K. Trans. & Stge. Co. (Okla. City).....	112
O. K. Trans. & Stge. Co. (Ft. Smith).....	62
O'Brien's Fpf. Stge. Whse. Co.....	100
Ohio Warehouse Co.....	110
O'Neill Bros. Trans. Co.....	77
Oregon Transfer Co.....	112
Orlando Bonded Warehouse.....	70
Oshkosh Storage Co.....	121
<b>P</b>	
Pacific Coast Term. Whse.....	65
Pacific Stge. & Trans. Co.....	120
Pacific Stge. & Whse Co.....	91
Paddock Trans. & Stge. Co.....	111
Pagels Stge. Co. Fred.....	108
Park Stge. Whse. Co.....	94
Parke Warehouses.....	76
Passale Transportation Co.....	97
Patterson Transfer Co.....	118
Pensley Trans. & Stge. Co.....	72
Penn. Term. Whse. Co.....	93
Penn. Trans. & Stge. Co.....	116
Petry Express & Stge. Co.....	97
Pettit Stge. Whse. Co.....	77
Phila. Local Express Co.....	115
Pioneer Stge. Co.....	111
Pittsburgh Trans. & Stge. Co.....	80
Post, Robert F.....	116
Poston Stge. Whse., Inc., John H.....	118
Premier Fpf. Stge. Co.....	64
Price-Bass Co.....	118
Prindle & Co., M. B.....	121
Prudential Stge. & Moving Co.....	64
<b>Q</b>	
Quackenbush Whse. Co.....	116
Quincy Market Cold Stge. & Whse. Co.....	81
<b>R</b>	
Radial Whse. Co.....	92
Railway Term. Whse. Co.....	75
Rathbun Cartage Co.....	111
Ray's Trans. Co.....	118
Reed Trans. & Stge.....	77
Replogle Stge. Co., I. D.....	113
Rice Stge. Corp., A. C.....	100
Richards Storage Co.....	88
Richmond Stge. Whses.....	104
Ricks Stge. & Dist. Co.....	91
Riverside Stge. & Cartage Co.....	87
Riverside Truck & Stge. Co.....	86
Roanoke Public Whse. Co.....	120
Robinson Storage Co.....	88
Rochester Stge. Whses.....	105
Rock Island Trans. & Stge. Co. (Ill.).....	77
Rock Island Trans. & Stge. Co. (Okla.).....	112
Rockford Storage Warehouses.....	77
Rogers, Arthur G.....	94
Rosenthal Fireproof Storage.....	80
Rosenthal, Frank.....	121
Rucker Bonded Whse. Corp.....	107
<b>S</b>	
Safety Storage Co.....	97
Safety Trans. & Stge. Co.....	82
Sage Trans. & Stge. Co.....	68
St. Paul Term. Whse. Co.....	90
San Francisco Warehouse Co.....	86
Santini & Son, Inc., A.....	104
Savannah Bonded Whse. & Trans. Co.....	72
Schaefer & Son, Inc., Wm. H.....	105
Schantz & Co., Joseph A.....	105
Schoel St. Stge. Whse. Co.....	86
Schwarz Stge. & Dist. Co., Z. B.....	91
Seabey Fpf. Stge. Co.....	119
Scott Bros. Fpf. Stge. Co.....	110
Security Stge. & Power Co.....	110
Security Stge. & Trust Co.....	83
Security Stge. & Van Co.....	89
Security Stge. Whse.....	95
Security Warehouse Co.....	71
Senece Warehouse Co., Inc.....	109
Shank Fpf. Stge. Co.....	78
Skellet Co.....	90
Smedley Co.....	69
Smith's Trans. & Stge. Co.....	89
Soo Terminal Whse.....	73
South Jersey Whse. Co.....	115
Southee, John B.....	97
<b>T</b>	
Tabb Stge. Whse. & Fpf. Trans. Line.....	82
Tenn. Term. Whses., Inc.....	118
Terminal Whse. Co. (Baltimore).....	83
Terminal Whse. Co. (Little Rock).....	63
Terminal Whse. Co. (Omaha).....	94
Terminal Whse. Co. (Phila.).....	114
Terminal Whse. Co. of R. I. Inc.....	117
Terminal Warehousing Co. Ltd.....	122
Tiffany Fireproof Storage Whses.....	104
Tonnies Trans. & Stge. Co.....	91
Tooker Stge. & Forwarding Co.....	104
Topeka Trans. & Stge. Co.....	81
Tremont Stge. Whse. Co.....	85
Tripp Warehouse Co.....	78
Troth Trucking & Whse. Co.....	94
Tucson Whse. & Trans. Co.....	112
Tulsa Stge. & Trans. Co.....	112
Twentieth Century Stge. Whse. Co.....	115
Tyler Whse. & Stge. Co.....	119
<b>U</b>	
Union Delivery Co.....	67
Union Storage Co. (Dayton).....	110
Union Storage Co. (Erie).....	113
Union Stge. & Trans. Co.....	70
Union Stge. & Whse. Co.....	106
Union Term. Whse. Co. (Jacksonville).....	70
Union Term. Whse. Co. (Los Angeles).....	65
Union Transfer Co.....	107
Union Trans. & Stge. Co. (Lexington).....	81
Union Trans. & Stge. Co. (Tampa).....	70
United Fpf. Whse. Co.....	121
United States Storage Co.....	70
United Whse. Co. (Seattle).....	120
United Whse. Co. (Wichita).....	81
Universal Term. Whse. Co. (Haverston).....	118
Universal Term. Whse. Co. (Houston).....	119
<b>V</b>	
Valley Van & Stge. Co.....	63
Virginia Bonded Whse. Corp.....	120
Vittur Trans. & Stge. Co.....	71
<b>W</b>	
Wagner Fpf. Stge. & Truck Co.....	111
Wallace Trans. & Fwdg. Co.....	108
Ward & Bro., Hugh F.....	104
Warner Warehouse Co.....	79
Washburn Whse. Co.....	72
Waterbury Storage Co.....	69
Weicker Trans. & Stge. Co.....	67
Western Michigan Trans. & Stge. Co.....	88
Western Warehousing Co.....	75
Westhimer Warehouse Co.....	119
Westland Dist. & Stge. Whse. Co.....	65
Whistler Trans. & Stge. Co., C. R.....	78
Wiggin Terminals, Inc.....	85
Wiley & Nichols Co.....	118
Wilkes-Barre Warehousing Co.....	116
Williamsport Stge. Co., Inc.....	116
Wilshire Fpf. Stge. Co.....	65
Windsor Storage Co.....	110
Winslow Trucking Co., Inc.....	106
Withers Trans. & Stge. Co., John E.....	62
Wittichen Coal & Trans. Co.....	70
<b>Y</b>	
Young, William.....	105
Younts Cartage & Stge. Co.....	112
<b>Z</b>	
Zeigler Schaefer Co.....	108

(For Index to General Advertisers, see page 132)



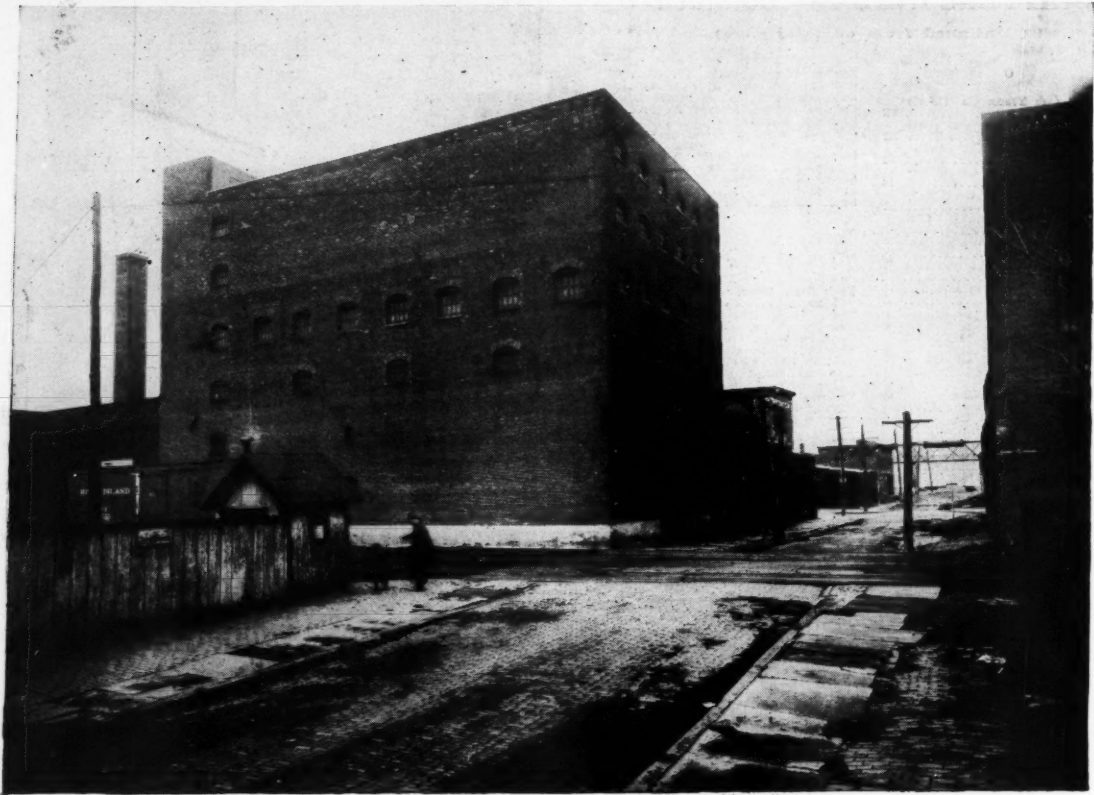
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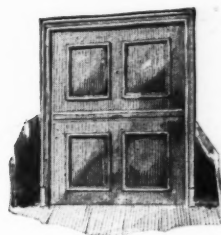
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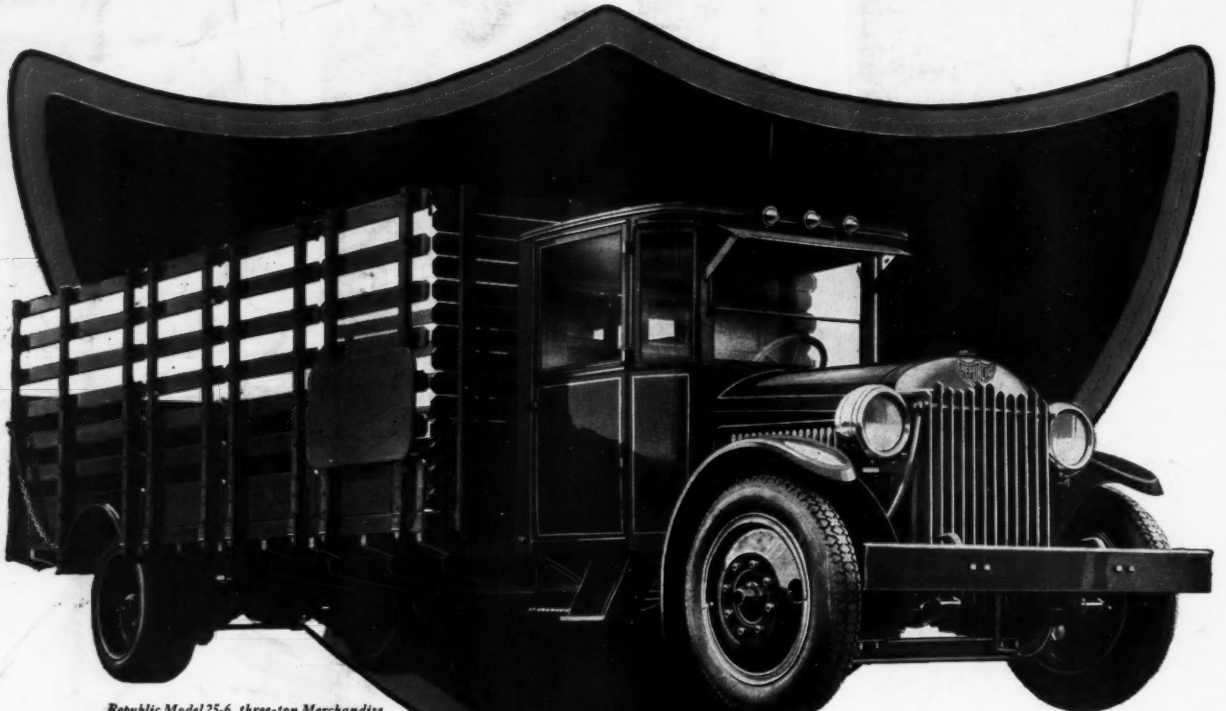
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